

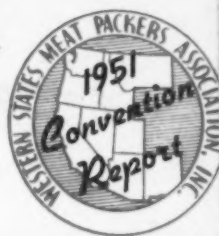
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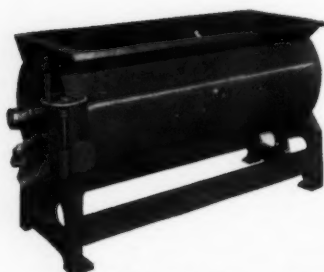
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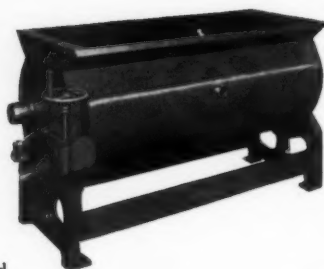
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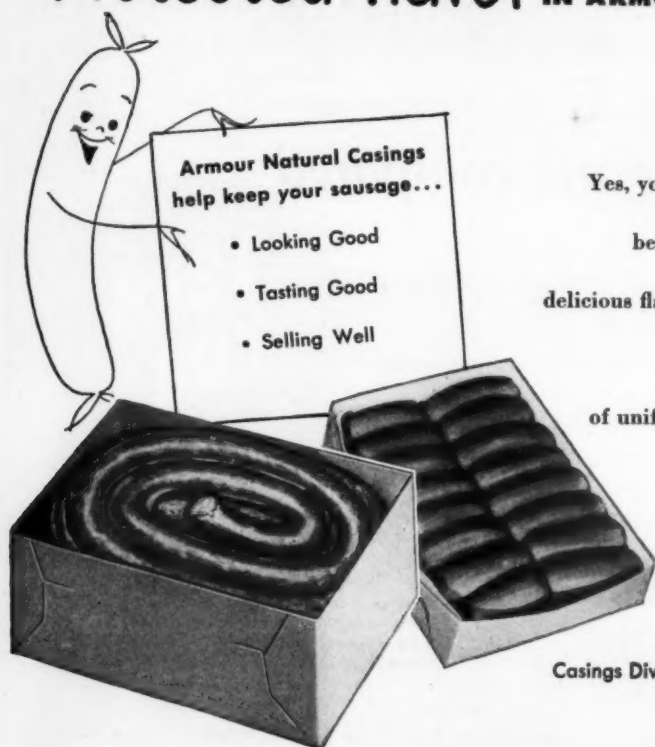
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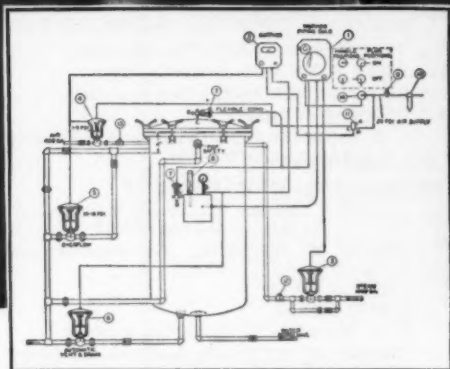
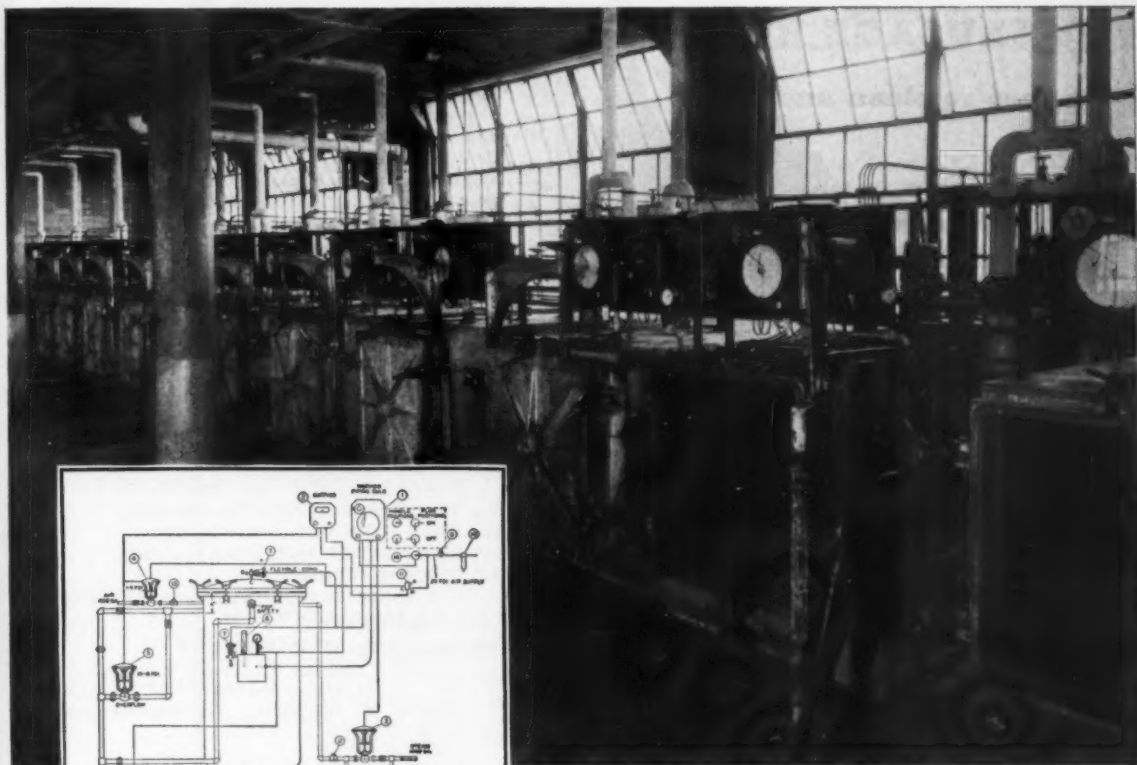


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THE NATIONAL



Provisioner

VOLUME 124

FEBRUARY 24, 1951

NUMBER 8

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ANNUAL MEAT PACKERS GUIDE

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Amend Price Ceiling Formula

An amendment (reported to be No. 2) issued late Friday to the General Ceiling Price Regulation, sets up new qualifications by which sellers are to determine their ceiling prices. The new rule states that at least 10 per cent of the sales during the base period must have been made at the highest level before that level can constitute the seller's ceiling. This applies to both manufacturers and wholesalers.

Another provision stipulates that if during the base period a manufacturer or wholesaler announced general price increases to more than one class of customers and made deliveries to one or more classes and these deliveries accounted for 30 per cent of his total sales, then he can use that general price increase as his ceiling. This applies even though there were no deliveries made to some classes of buyers. If the seller announced a general increase on certain items and during the base period delivered only some of those items, he could still use the entire list as his ceiling price provided he had delivered a total amount that would add up to 30 per cent of his dollar sales during the base period.

During the week several meat packers were in Washington to discuss details of pork and beef ceiling regulations. It is expected, however, that these will not be announced until live ceilings are ready. Pork and hog ceilings will probably be announced before beef and cattle ceilings as OPS officials apparently feel the latter need more complicated regulations.

Irvin Rice has been designated as the price executive of the OPS Livestock and Meat Distribution Branch.

Distribution Order Forms Printed

The various forms which packers are required to complete under Distribution Order 1 (see THE NATIONAL PROVISIONER of February 17, page 15) are being distributed by OPS. They cover all classes of slaughterers designated in the order except farm slaughterers. Class 1 and Class 2 slaughterers must fill out applications for registration. They must also notify custom slaughterers of the number of head and liveweight of livestock they slaughtered for them during 1950, and on another form, furnish this same information to OPS.

USDA Revising Lamb, Mutton Grades

The Agriculture Department has proposed to change the standards for grades of lamb, yearling mutton and mutton carcasses and for grades of live lambs and sheep. Comments should be received in Washington not later than March 22.

The proposed changes in the carcass grade standards would combine Prime and Choice under the name Prime and redesignate the present Good grade as Choice. The upper two-thirds of the Commercial grade would be renamed Good; the remaining one-third would be combined with the upper two thirds of the Utility and would be named Utility. The remainder of the Utility would be combined with the Cull grade under the name Cull. The number of grades would thus be reduced from six to five, eliminating Commercial. Also, Prime grade would be limited to lambs and yearling mutton carcasses; the top grade for which mutton carcasses would be eligible would be Choice.

The proposed changes in the live animal grade standards would bring them into line with carcass grades, including grade names. They would be Prime, Choice, Good, Utility and Cull, dropping the grades of Common and Medium. The USDA has also proposed that the live or slaughter grades which are now only tentative be promulgated as official standards.

Freight Rate Increase Debated

The General Services Agency has asked the Interstate Commerce Commission to withhold a requested interim 6 per cent freight rate increase asked by the American railroads on January 16 "pending the development of factual evidence in the course of public hearings." However, an American Association of Railroads spokesman told ICC that the boosts are essential if railroads are to meet all the tasks imposed by the national emergency.



WSMPA Plans A

PPRICE and other government controls and what to do about them were major subjects for discussion at the committee and general meetings held at the fifth annual convention of the Western States Meat Packers Association in San Francisco on February 14, 15 and 16.

About 1500 persons registered at the meeting and those attending included meat packers, sausage manufacturers and allied companies from the nine western states and representatives of meat industry supply firms from all over the United States.

Douglas Allan of James Allan & Sons, San Francisco, was reelected chairman of the WSMPA board of directors for 1951-52, and E. F. Forbes was continued as president and general manager of the association. Henry J. Kruse of the Seattle Packing Co., Seattle, Wash., was named secretary, and Anton Rieder, Coast Packing Co., Los Angeles, was continued as treasurer.

Vice presidents of WSMPA for the coming year are Douglas Allan; Thomas Carstens, Carstens Packing Co., Tacoma, Wash.; G. F. Chambers, Valley Packing Co., Salem, Ore.; Albert T. Luer, Luer Packing Co., Los Angeles, and Paul McFarland, Archie McFarland & Son, Salt Lake City.

Samuel Rudnick, Kern Valley Packing Co., Bakersfield, was elected a director for a three-year term and the other incumbent directors whose terms expired in 1951 were reelected for another three years.

Forty-eight companies exhibited their products in the suppliers' exposition and 27 firms held open house in their hospitality headquarters.

Committee meetings were particularly well attended at the WSMPA convention and the beef group and its sub-committee on abscessed and fluke livers, the hide committee, the sausage committee and the tallow and grease group brought out specific recommendations on association policies with regard to such current questions as government grading, hide ceilings and dollars-and-cents maximum prices for tallows and greases.

WSMPA members heard Arval Erikson, assistant director



Photographs on this page include: Top, Palace (convention) Hotel; center, E. F. Forbes, president, WSMPA; left, convention delegation from Portland arriving on the streamliner, Cascadian.

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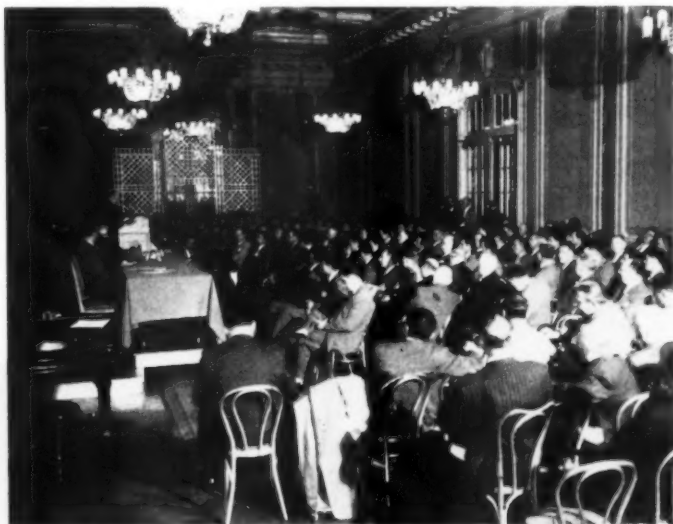
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of the food and restaurant division of the Office of Price Stabilization, predict (see page 18) the early establishment of tailored ceilings on pork and hogs; the somewhat later issuance of dollars-and-cents maximums on beef and cattle and the control of meat distribution from the slaughtering to the retail level. James K. Knudson, head of the Defense Transport Administration, told the packers (see page 11) that the country faces a serious freight car shortage and other maladjustments in transportation, but that his agency will leave control in the hands of carriers and shippers as much as possible.

At an earlier session Albert J. Kramer discussed (see page 21) the Pavia process of producing lard and Daryl F. Houde-shell described (see page 32) new developments in the packaging and merchandising of meat. Two other speakers were Ervin L. Peterson, director of the Oregon Department of Agriculture, who covered the various agricultural and economic factors bearing on the western livestock and meat situation (see page 29), and F. E. Mollin, executive secretary of the American National Livestock Association, who told why "We Both Need Good Public Relations" (see page 52).

Discussion ranged from causes of sausage discoloration to trends in self-service packaging at the first sausage industry meeting held in connection with a WSMFA convention (see page 61). At an earlier session the sausage committee had recommended that sausage processors and distributors be allowed to participate more fully in the work and direction of the association. In reporting to the convention, Doug-



Well attended Friday afternoon general sessions were held in the hotel's Concert room.



Hospitality suite of Oppenheimer Casing Co. and Transparent Package Co.



Board of Directors formulate WSMFA policies for coming year.



Sausage problems are considered in first annual discussion meeting.



Accounting committee confronts problems arising from price controls.



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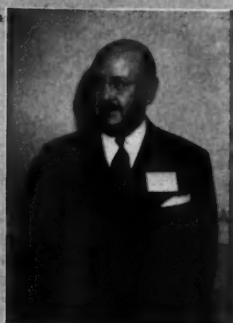
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las Allan, chairman of the board, recalled that WSMMPA was formed five years ago to obtain recognition of western packers from OPA and other regulatory agencies. He noted that price controls were removed six months after the establishment of the association, but that the group started a program to correct some of the weaknesses in the western independent meat packing industry and to stimulate regional livestock production.

Development of a good accounting system for packers has been one of the achievements of WSMMPA, according to Allan, and the association has also brought about improvement in the quality of western hides. The group does not intend to drop its program for improvement of western meat products and will continue to favor a change in government policy which would make wheat and barley available at lower prices and stimulate production of hogs and other livestock in the West.

As to price and other government controls, chairman Allan declared:

"Under the system of free competitive marketing of both livestock and meat, we know that there is no maldistribution. This is bound to arise under controls. We know that there will be danger to public health from meat slaughtered without proper inspection. We know, too, that there will be tremendous losses in by-products, including hides, tallow and pharmaceuticals, all of which will be decidedly detrimental to the American public.

"If the government is determined to place a regulated economy upon our industry, we will cooperate with the government and endeavor to try and help it set up as practicable and efficient a system of controls as it is possible to do.

"However, only two weeks have passed under the new control program, and we find that our industry is suffering an intolerable squeeze. The administration is playing politics in both of its control orders. First, in the hides and skins order, in that packer prices were rolled back and frozen without freezing leather or products

manufactured from leather. This indicates that those with the most influence politically have, up to now, written the price control orders. The rollback on hides, we feel, is one of the most unfair government orders ever promulgated and has cost the industry millions of dollars. Leaving controls off leather and its products has not benefited the consumer.

Seek Zone Differentials

"With reference to the general freeze order, politics again showed its hand when meat was placed under controls, while the raw material, livestock, was not. Today, livestock has risen to prices which are causing all of our plants to operate at a loss based upon ceilings established during the December 19 to January 25 period. Unless this squeeze is alleviated immediately, our packers will have to discontinue the slaughter of all species of livestock in which they are now suffering losses. It is imperative that this situation be corrected by placing ceilings on livestock or by some other adjustment. If this is not done, our packers will either have to stop slaughtering or they will have to sell meat in the black market in order to keep their doors open.

"We certainly expect to see that the West is given an equal break along with the other sections of the country. This, unfortunately, was not true during the last war. We want proper differentials set between zones so that the western meat packer will be able to compete for livestock in the intermountain and midwestern markets on an equal and fair basis with packers in those areas."

Albert T. Luer, vice president of the association, sounded a pessimistic note in his report on his work as WSMMPA representative on the advisory board to the director of price stabilization.

Luer said that early in the discus-

SERIOUS DISCUSSION on price control problems is carried on by two WSMMPA committees. At left are members of the hide committee and at right, members of the beef committee.

sion of price regulation he had made the suggestion that if controls must come, slaughter licenses should be frozen, slaughter quotas set and sufficient margin be allowed for operation. He also insisted that the three packer organizations, AMI, NIMPA and WSMMPA, have representation on all groups considering price control problems.

Vice president Luer then described the abortive attempt by packers and livestock producers to dissuade the Economic Stabilization Agency from attempting to control meat prices and the positive program suggested by the industry at that time. He said that industry representatives were warned by ESA chief Valentine to start thinking about practicable price controls because they were on the way, and that DiSalle pointed out the supposedly large profits of packers as one of the reasons why controls must come.

Industry representatives had no advance notice of the freeze on meat prices or the rollback on hides, according to Luer. He noted that the leather and shoe people had apparently done a "selling" job unknown to the producers of hides and declared:

"If the industry advisory committees are called into a meeting with the consultants, and, at the same time, the regulations are already printed up, the whole thing is going to backfire and blow up. If, in our present endeavor to assist OPS to come up with good, equitable, workable controls, the advisory committees are called in just for window dressing, the whole program will die aborning. Finally, if special interests are favored at the expense of other segments of the industry, the seeds are being planted for black markets and the utter failure of proper controls.

"It is the old Rooseveltian method of shooting first and then arguing, of playing politics and of creating industry committees and then rendering them impotent by ignoring or going around them."

The tallow and grease committee of the association proposed that OPS es-



establish as soon as possible definite ceiling prices on the various grades of tallow and grease at the highest established New York price during the period December 19, 1950 to January 25, 1951. Ceiling prices should be uniform in all parts of the country on an f.o.b. plant basis. Since the general freeze order has created a chaotic situation under which ceilings vary as much as 3c per pound on the same grade between different producers, the group recommended that OPS at once set a temporary ceiling for all producers which would be the highest established maximums currently in effect in the United States for the various grades.

The same committee recommended that the tallow and grease advisory group, which is being set up to work with OPS and the USDA, should have not fewer than three members from the nine western states, including two packers and one non-slaughtering renderer. The committee also suggested that funds should continue to be allocated under the Research and Marketing Act for research aimed at expanding industrial demand and outlets for tallows and greases. Moreover, exports of tallow and grease should be permitted to prevent the development of burdensome surpluses.

The accounting committee reported its manual is now complete and that the group will keep abreast of government regulations that may present accounting problems to the industry.

Proper Grading Essential

The beef committee of WSMFA has taken the position that inasmuch as dollars-and-cents ceilings on beef and compulsory grading are imminent, that proper grading is more important than ever and that any trends in the wrong direction should be corrected at this time rather than after fixed prices are in effect.

Henry Kruse, chairman of the committee, stated that some packers report that well-finished heavy cattle, not meeting the requirements of the new Choice grade, are being graded down to Commercial because of their age. It is contended that these cattle should qualify for the new Good grade.

F. E. Mollin of the American National Livestock Association suggested that this matter should be threshed out with USDA meat grading officials immediately. He stated that the grade standards should not exclude cattle from the new Good solely on the basis of age and that USDA officials have said they are willing to take other characteristics into account in grading older cattle, but that they will be "tight" in grading cattle over 2½ years old.

The committee recommended that the association should endeavor to see that the control program is written and administered so that the tremendous responsibility of holding the price line is not dumped in the lap of the industry. WSMFA, said the committee, should also insist on equitable issuance of slaughter permits and quotas and prop-



Vigilant Action Promised WSMFA

FORBES

SAFEGUARDING the interests of western packers under the control program now taking form will be a strenuous task in 1951, but Western States Meat Packers Association, with an ever-growing membership, will be able to do the job, E. F. Forbes, president and general manager, told the WSMFA group in his annual report at the convention.

Forbes described 1950 as the most successful year that the association has had in its five years of operation. Membership as of February 14 totaled 335 companies compared with 235 at the beginning of 1950. Most of the gain was made during calendar year 1950 and before the advent of price control. Membership now consists of 158 regular and 177 associate members.

WSMFA accomplishments during 1950 included the completion of a new accounting manual which, Forbes commented, "is going to be valuable to us in getting up these dollars-and-cents price ceilings."

"The other big accomplishment," said

Forbes, "was the successful conclusion of the meat grading proposal. We don't take the entire credit for that. I originally called it the 'Mollin plan' because it was first suggested to me in a letter by F. E. Mollin, executive secretary of the American National Live Stock Association, in January of last year. Then, as you know, it came up in our annual meeting, and we worked together with the American National and some of the other farm organizations. At times I was rather discouraged about the prospects of obtaining the grade changes. However, we finally did and that is going to be very valuable to us when we are again under compulsory meat grading."

Freight rate matters required much attention in 1950. However, the association was successful in defeating practically every proposal to reduce rates by both rail and truck from the Midwest into the Pacific Coast area. Ten hearings will be held in the next 60 days on proposals for lower west-bound rates or applications for per-

er administration of the distribution order so that livestock slaughter is done by responsible operators and detrimental expansion of slaughter facilities is avoided.

Paul C. Doss, procurement division, Headquarters, Quartermaster Market System, told the committee that the Army has been caught with low ceilings and can't get beef in carcass form. The committee recommended that action be taken to relieve straight boners supplying the Army of the price disadvantage at which they are operating in competition with slaughtering boners.

Chairman Kruse said that the committee recommends continuing research on the national and local levels on the problem of abscessed livers and that money should be appropriated for the purpose by USDA. He noted that the problem of condemnation might be brought home to producers by a premium for cattle with sound livers and that corrective measures, especially with regard to fluke, must be taken in the producing area. Kruse said that scientists are puzzled about the cause of abscessed livers and have eliminated almost all of the accepted explanations, but that more money must be spent on research.

The association's hide committee

adopted a resolution protesting the rollback on prices of hides and skins and suggesting that prices of hides should be frozen as of the same dates as meat products in order to prevent losses and maintain proper relationships. At the committee meeting several small packers reported that they do not have storage facilities to hold hides as required under NPA Order M-35, prohibiting the sale of hides and skins produced between February 5 and March 15 and that freezing of sales has created a substantial hardship.

Joe F. Enos of the Pureta Sausage Co., reporting as chairman, said that the sausage committee recommends that WSMFA support sausage manufacturers and meat processors in a general advertising campaign. The group also suggested that the association seek deferment for key men in sausage and meat processing and that WSMFA see that sausage manufacturers are not by-passed when government regulations are being written. Enos also expressed the feeling of his group that sausage manufacturers, wholesalers and jobbers, who are now associate members of WSMFA, should be allowed to participate more actively in the association.

mits to truck meats into the Pacific Coast section.

WSMPA has just been successful in defeating the proposal of the Denver Union Stock Yards and Denver packers to establish lower rates to the Pacific Coast and to the East. The proposal, said Forbes, would have put the rates on fresh meats about the equivalent of those on livestock and rates on packinghouse products below those on livestock.

Forbes declared that in the last five years general percentage increases have raised livestock rates 60 per cent while rates westbound on fresh meats have increased only 3 per cent and those on packinghouse products only 6 per cent.

"You can see the disadvantage to which you are being put," he commented, "in trying to compete against such an unfair freight rate structure. You are dependent on bringing the livestock in to keep your plants running. Therefore, if you are cut out of the midwestern livestock markets by the freight rate structure, you will not be able to keep your plants running on the Pacific Coast. We just don't produce enough livestock out here, either to keep our plants running or to feed the population."

Opposes Inspection Fees

The association is opposed to the proposal to put certain types of federal meat inspection service on a fee basis, regarding it as an opening move to impose the cost of inspection on the packer and producer.

With the West having representation on committees advising on price and slaughter control, several proposals dangerous to western packers have already been headed off, according to Forbes. In this connection the WSMFA president said:

"We think this time the slaughter quotas should be established on a plant basis and not on a national company basis. The latter system would allow some firms to apply their multiple quotas in areas where large runs of livestock were coming and then clean out those areas so that the man with the single plant quota would be out of livestock in a short time and would have to go farther afield.

"Up until yesterday the national packers assumed that they could take the highest price at which any item sold in any branch in the country and use that price as their ceiling for any other area . . . You see what a squeeze that put on the independent with one plant who had to take as his ceiling price under the freeze his high sale during the base period within his own trading area. That is why you have seen the large packers leading the parade in boosting these livestock prices during the last two weeks to a point where our people are practically shut out of the market and cannot buy in competition without incurring a loss. I am glad to see that the OPS cleaned that up yesterday and that we are back

PACKERS, SUPPLIERS EXCHANGE NEWS AND VIEWS

1. C. A. Finn, Chapman Hide Co., Clovis, N. M.; Nels D. Nordholm, Western States Hide Co., Los Angeles; Jack Weiller, Jack Weiller & Co., Chicago, and Hubert Chapman, Chapman Hide Co.

2. S. W. Smith, Los Angeles salesman; Sidney N. Le Fiell, owner, The Le Fiell Co., San Francisco; C. K. Le Fiell, owner, Le Fiell Mfg. Co., Los Angeles, and Phil Church, San Francisco.

3. Frank Mosier, president, Excel Sausage Co., Tacoma, Wash.; H. K. Hirsch, secretary, Enterprise Incorporated, Dallas, Tex.; Harold E. Smith, president, John E. Smith's Sons Co., Buffalo, N. Y., and Ken Smith, vice president, Birkenwald, Inc., Seattle, Wash.

4. Floyd Cummings, Zenith Packing Co., Oakland, Calif.; Andy Dewied, A. Dewied Casing Co., Sacramento, Calif.; Ralph E. Hamilton, Alexander Baldwin, Ltd., San Francisco, and H. H. Mitchell, International Packers Commission Co., San Francisco.

5. Karl N. Soeder, Kennett-Murray Co., Omaha, Neb.; M. L. Machlin, Machlin Meat Packing Co., Norwalk, Calif.; R. J. Colina, Kennett-Murray Co., Cincinnati, and T. L. Murray, Kennett-Murray Co., Nashville, Tenn.

6. Dave Salter, Salter Packing Co., Vernon, Calif.; Ben Milikin, general manager, Milikin Packing Co., Los Angeles; Tom Conway, vice president, California Rendering Co., Ltd., Los Angeles, and John C. Link, vice president, Newmarket Packing Co., Vernon, Calif.

7. John J. Burke, assistant district supervisor, Department of Public Health, San Francisco; Phil Church, salesman, The Le Fiell Co., San Francisco; Curt G. Schmitt, owner, Prime Sausage Products, San Francisco; Mel Wiegner, inspector, Department of Public Health, San Francisco.

8. Paul Doss, Quartermaster Market Center, Chicago; W. M. Odom, Quartermaster Market Center, San Francisco; Miss Jean Hosmer, president, Keystone Brokerage Co., Philadelphia, and Sol Woolf, Keystone Brokerage Company, San Francisco.

9. Dan R. Frank, The Frank Fellows Woolfson Co., Los Angeles, and Carl

Zinkand, Carl Zinkand Co., Los Angeles. 10. Front row: Ludwig Stankowiak, partner, West Coast Spice Co., San Francisco; Mrs. Stankowiak; Mrs. Einar Edquist; Einar Edquist, partner, West Coast Spice Co. Back row: Mrs. Helen Schneek; Herman Worn, partner, West Coast Spice Co.; Mrs. Worn, and Warren Olafson, plant superintendent, Geo. A. Hormel & Co., San Francisco.

11. E. L. Peterson, Oregon State Department of Agriculture, Salem, Ore.; L. Blaine Liljenquist, Washington representative, WSMFA; Albert T. Luer, president, Luer Packing Co., Los Angeles, and Don Deiz, partner, West & Deiz, Omaha, Neb.

12. Front row, seated: John Bonini and E. V. Krueger, sales promotion manager, Marathon Corp., Menasha, Wis. Back row: Tony Kuehn, Marathon Corp., San Francisco.

13. Seated: S. A. Mayer, secretary, and Frank A. Mayer, vice president, H. J. Mayer & Sons, Co., Chicago; Chris P. Shafter, vice president, Midland Empire Packing Co., Billings, Mont. Standing: C. E. Swenke and J. C. Jali, partners, S & J Meat Co., Portland, Ore.

14. A. C. Mueller, president, Coronet Packing Co., Los Angeles; Martin J. Solomon, executive assistant vice president, U. S. Slicing Machine Co., San Francisco; Bob Burns, sales, U. S. Slicing Machine Co.; William Lasar, Lasar Mfg. Co., Los Angeles, and John A. Birch, sales, U. S. Slicing Machine.

15. R. A. Hawley, president; T. N. Rathjen, superintendent, and Bruce W. Schott, salesman, Meat Packers Equipment Co., Oakland, and Gus Mondon, co-owner, California Market, Marysville, Calif.

16. J. A. Julian, president, Julian Engineering Co., Chicago; H. K. Gilman, general mechanical supervisor, Tobin Packing Co., Fort Dodge Division, Fort Dodge, Iowa; Renato E. Ricci, vice president and general manager, Royal Tallow and Soap Co., Inc., San Francisco; Mrs. J. A. Julian; F. C. Gribbon, western division salesman; Norman J. Allbright of the Chicago office, and Harold Wright, salesman, southwestern territory, all of Allbright-Nell Co., Chicago.

on an equal buying basis with those people."

Forbes said that independent boners and the packers supplying them are being subjected to another squeeze in attempting to sell certain products to the Army.

"There is no price ceiling on Army boneless beef. Therefore, the large packers who do their own slaughtering and boning can pay any price they want for cattle, charge that beef into their boning departments, and sell the boneless beef to the Army above any base period ceiling prices. Our boners must buy their supply from independent packers. Our packers, particularly on the Pacific Coast, are frozen at about 52c per pound for Good grade boning carcasses. Other people, however, have boosted the prices of steers

suitable for boning to 35 and 36c per pound and can charge that meat into their boning departments at 57 or 58c per pound. Coast packers, however, can't sell to the boners at their ceiling of 52c without taking a loss on every carcass. It looks to me as though the boners are going to be out of meat and the Army is going to be short of beef unless OPS does something about the situation."

WSMPA will fight for proper differentials in the dollars-and-cents ceilings on pork, veal and beef. Forbes described the differentials proposed so far, such as 1/4c on pork compared with 3c for the East Coast, as unsatisfactory. He said that the government is using a price of \$24, Chicago, for hogs, in working on pork and hog ceilings and that the basis for beef calculations

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The Current Outlook on Meat Controls

ERIKSON

OPS will soon issue dollars-and-cents ceilings on pork and hogs and plans to issue an order requiring packers to continue to distribute their meat as they did in 1950, Arval L. Erikson, assistant director of the food and restaurant division, Office of Price Stabilization, told the WSMFA convention. The full text of Erikson's discussion of the meat control outlook follows:

In approaching the subject this afternoon I want to particularly avoid being involved in the debate of indirect controls for the control of inflation versus direct price controls. It is an interesting subject, but at this point I don't know that it would do much good for me to spend our time discussing it. I believe that on this subject it is sufficient for me to say that I am certain that the officials in ESA welcome all the support they can obtain from indirect controls. I am sure that there is a consciousness that price controls should be part of a broader program aimed at controlling inflation, and that the success of price controls is contingent upon the degree to which these

other controls are effective. No one in the ESA, I am certain, wants to impose controls on any part of the economy solely for the sake of imposing controls.

I am certain also there is full awareness within the agency of the magnitude of the job of price control. When I first went with ESA as consultant on food, my efforts were directed to trying to explain what the agency would be up against if it attempted price controls on the meat and livestock industry. I think those in charge in ESA are fully aware of what is involved, and I must say that the officials of the ESA have given a great deal of attention to this one particular subject.

I think that the fact that there was some delay in issuing a freeze order is an indication that the agency was not inclined to want to rush into that important decision. The fact that the National Defense Production Act was passed many months ago and we still have hardly started to staff is another indication that we didn't want to rush into this particular job.

The fact remains, however, that the

may be a 57c carcass price for U. S. Choice.

Forbes declared that WSMFA is taking its protest against the hide rollback to Congress. He reported that OPS in setting dollars-and-cents ceilings on hides may have one ceiling on each grade across the United States instead of area maximums with a ¼c freight differential for Pacific Coast product. Coast packers may be allowed to sell on a flat basis or a Chicago selection basis. In the latter case there would be no ¼c equalization for freight; if sold on a flat basis, however, there would be a ¼c freight deduction and ¼c grub allowance. Hides would be priced on a sliding scale with 68 lbs. as the breaking point, and one price being considered is 29¼c for cows and steers. He commented that West Coast hide handling has improved to the point where there is no excuse for discrimination.

Forbes declared that the split in hide control, with OPS regulating prices and the National Production Authority controlling allocation, will lead to confusion. He reported that the government plans to allocate only 75 to 80 per cent of the hides and will leave 20 to 25 per cent free and predicted that the 75-80 per cent allocation scheme

would be used to keep hide prices below the ceilings.

"They want to accumulate a backlog of hides so that if war comes—and they want to increase shoe orders from 10,000,000 to 25,000,000 overnight—there will be this backlog. They are going to make us the goats again; it isn't going to take long to store up a million hides. We will have to store the hides and if we can hold only a month's kill, and happen to be part of that free 20 per cent, or the tanner says that his quota is gone, it is going to put a financial squeeze on the small packer.

"Why do they establish a backlog of hides? Why don't they tan the hides and let the government store the leather? Or why doesn't the government buy 100 per cent of the hides and then, if it wants to allocate them to the tanner, it can do so? Let the government store the hides; it is already storing wheat and all the other surplus agricultural crops."

Forbes warned the packers that the government considers the industry is kept well-informed on regulatory developments by the various associations and publications in the field and that ignorance of the law will not be considered an excuse for operators.

cost of living has reached a record high at a time before much of the increased military budget has had an opportunity to make itself felt to any great extent in the economy. To retard the upward spiral of prices, a decision has been made that direct price controls should be imposed. A price freeze order has been issued, and the agency has set itself to the job of providing tailored regulations for the various parts of the economy.

It is in that setting that I want to discuss with you what we have done to this point and the program we have outlined for continuing the work with regard to the livestock and meat industry. Those of us who were intimately associated with meat price controls during World War II undoubtedly know as well as anyone the complexities of the industry. This industry is not only one of the largest in our economy in point of value of product, but it is also one which has virtually innumerable operators. That is particularly true if you include the producers, the processors, wholesalers and retailers.

There is normally an ease of entry into the meat industry which makes the industry highly competitive. Normally the industry operates on a relatively small profit margin per pound of meat. Small fluctuations in prices normally have sharp influence on the marketing of livestock and the distribution of meat. The product for the most part is highly perishable, and is an extremely important item in the cost of living of the consumer.

Hoped to Avoid Meat Freeze

The nature of the industry makes difficult the task of providing artificial standards to take the place of a free price mechanism. We are aware of that. I might say I had hoped when I first went with the agency that we could avoid a price freeze on meat. As a matter of fact, I might explain that the first time I knew we weren't going to avoid it was when a group of producers and slaughterers came to Washington for a meeting with Department of Agriculture officials and Mr. Valentine and Mr. DiSalle. Mr. Valentine spoke to the group and said in the course of his talk that if there were a freeze meat would not be excluded. Up to that time I had been very hopeful that we could avoid a freeze on meat prices, and that we could spend all our time working toward tailored regulations which are more equitable.

In recent weeks we have had opportunity to speak to a large number of people. We have had several meetings with industry groups. We have received numerous written suggestions pertaining to controls. As a result of all that discussion we have outlined a program which we hope to follow through.

I might say that on one point we seem to have had almost uniform agreement, and that has to do with the establishment of some type of a regulation for controlling the distribution of live animals among slaughterers,

and also for some type of program for distributing the resulting meat as fairly as possible among those people who normally receive the meat. One of the weaknesses of price controls on meat during the last war arose from the fact that there were not for any extended period controls on the entry of new operators into the meat business.

It is characteristic of the industry that a person with the necessary skill needs almost no facilities in order to slaughter livestock. Furthermore, both livestock and meat are fairly easily transported. These facts mean it is possible for meat to be produced to supply an insistent demand wholly apart from the regular channels of the meat packing and meat distributing industry. To the extent that production and distribution begin to occur outside the established channels of the industry, grave harm is done to thousands of businesses throughout the country. Experience in World War II showed clearly how seriously long-established companies in the meat industry, both large and small companies, were injured by the dislocation of the regular channels of distribution.

In addition to the hardship imposed upon business, there resulted a grave maldistribution of meat. Some areas received large quantities for consumption, while other densely populated areas were without adequate supplies. Part of the distortion was caused by unscrupulous persons who entered the slaughtering industry, or who increased their slaughter to take advantage of the strong demand for meat and black market profits. Some of the distortion was caused by wholesalers and chain stores who entered the business for the prime purpose of assuring themselves of adequate supplies of meat, but with no thought of the maladjustment which such action caused.

Some of the distortion, particularly in the early days of price controls, was caused by legitimate operators who increased their slaughter relative to competitors. It is a well-known fact that in normal times in a competitive industry, if any one of you wants to im-

prove your position in the industry relative to your competitors, you probably have to pay somewhat more for livestock, because you are going to have to compete with other people. The resulting meat may have to be sold at lower prices, because you have to enter the sales territory of your competitors. As a consequence, paying more for livestock and receiving less for meat, you are held in your position unless your efficiency alone can help you gain volume of business.

Under price controls, however, particularly if we are successful in establishing controls on live animal prices and controls on the finished product, your margin of profit is fixed and your total profits are determined by your volume of business. Under those circumstances everyone wants to kill more, and there is not enough livestock to go around.

Slaughter Order Issued

We feel strongly that it is important to keep the distribution of livestock and of meat in the normal channels of trade. We feel that at this time the slaughtering facilities of the country are adequate to take care of all the livestock which are likely to be marketed. With this in mind we issued last week Distribution Order No. 1. This order does two things:

1. It requires the registration of all slaughterers (with minor exceptions) and restricts entry into the slaughtering industry.

2. It sets up the machinery for the distribution of livestock among registered slaughterers.

The pattern of the order is similar in many ways to the slaughter control orders issued during World War II. There are, however, two important differences: First, we have issued the order early enough to preclude any wholesale entry of any people into the industry, and, based on experience gained during previous control orders, we are

FASHIONS FOR SPRING were shown to lady conventioners at an afternoon tea in the Rose room of the hotel.

aware there cannot be many exceptions to the restriction on entry.

A second difference is the concept of weekly quotas of slaughter on a substantial proportion of the commercial production of meats. All federally inspected plants have been designated as Class 1 slaughterers and the quota will be established for these firms on a weekly basis. Because the number of such firms is relatively small—about 400—we have felt that weekly quotas of slaughter are entirely practicable. For other commercial slaughterers who do not have federal meat inspection—and this group is very numerous—we plan to establish monthly quotas.

Distribution Order No. 1 further provides that all meat which moves in commercial channels shall be marked with the permit number for the establishment in the same way that federally inspected meat is now marked. Possession of purchased meat which has not been properly marked will be prima facie evidence that the meat is moving outside the established regulations. The particular marking provision becomes effective April 1.

The effective operation of Distribution Order No. 1 will go a long way toward effective control of prices on meat down through the distribution channels. If slaughterers can be assured that they will obtain a fair proportion of available live animals, much of the distortion which occurred during previous control orders will be avoided.

In administering this regulation and in attempting to make it operate successfully we believe we are going to have to be strict in granting licenses to any new operators. We are going to have to be strict in disallowing requests for increases in quotas unless there is real merit behind the requests. We think you are the people who are going to benefit by that type of a regulation, that is, the legitimate people in the industry. We want to keep you in business; we don't want to have people come in solely for the purpose of black market gains and take livestock away from you.

Now, if we are going to have a type





color

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of regulation which will distribute the livestock among slaughterers and will insure each slaughterer with an opportunity to get his proportion of the livestock which are available for slaughter, it stands to reason we must do something to see that each slaughterer continues to distribute his meat according to some pattern established in a given base period. It is pretty generally agreed that in 1950 the pattern of meat distribution throughout the United States was satisfactory; all areas received meat. There haven't been any major shifts in population, and there aren't likely to be any major shifts during the next several months. We propose to issue a separate order which will go the remaining part of the distance toward requiring that packers continue to distribute their meat as they did in 1950. That means if a chain store should happen to buy a plant and we approve the transfer of ownership that that chain store is to continue to serve the same type of customers as its predecessors did; in other words, no person can buy a plant with the purpose in mind of diverting the entire supply to his own outlets. We think that will help a lot in getting meat distributed fairly and equitably throughout the country.

Work for Uniform Ceilings

I want to move on to another subject apart from this, and that is the problem of establishing uniform dollar and cent ceilings. The price freeze order I mentioned is one which has frozen a great many inequities within the industry. Some people have been frozen with high prices, and some with low prices, and as a consequence those with high prices can outbid those with low prices in buying cattle and other types of livestock. To make the thing worse, the freeze order does not make provision for any control in the prices of live animals, simply because it was not considered practical. We don't expect the industry to live very long with that type of thing, because of the inequities.

We are moving as rapidly as we can to dollars and cents ceilings, which will bear on all slaughterers alike. Some committees in Washington the last three weeks have been spending full time on these regulations, and have made considerable progress. So far most of our progress has been in preparing a regulation on pork. I think it is a much simpler type of regulation to write than one on beef.

We have also made progress toward setting up an outline of controls on live hogs. Now in both of those regulations I want to state that one of our major considerations is to see that the prices which are provided are fair. We want to have a margin in the pork slaughter for the various types of operators; we want to have a margin of profit for the man who produces a carcass and sells it as a carcass, in addition to a profit for those who process to various degrees the resulting cuts. I think I can safely say that



AMONG EARLY CONVENTION arrivals were: (first row) Mrs. Gene Malo, and Mrs. Tom Hussey. Second row, Mrs. Chuck Steen, Mrs. George Zenner, Mrs. Wade Parker, Mrs. Fritz Ritter, and Fritz Ritter, northwest representative of WSMFA. Third row, George Zenner, owner, Zenner's Meats, Portland, Ore.; Chuck and Cecil Steen, partners, Steen Bros. Food Stores, Albany, Ore.; Wade Parker, manager, Pacific Meat Co., Portland; Tom Hussey, owner, Hussey's Meats, Portland; Gene Malo, partner, Del Monte Meat Co., Portland, and (rear) Bus Christensen, partner, Christensen's Meats, Tillamook, Ore.

what we have in mind should be agreeable to the industry.

We are also making an effort to insure that the regulations bear equitably upon the various segments of the industry by localities. We want to see that the livestock move as they used to move prior to controls, and we want to be particularly sure that the areas located long distances from the surplus producing area of the Midwest continue to get livestock from that area if they have been accustomed to receiving them in the past.

We realize that the costs of slaughtering have gone up considerably since OPA days. We found that a lot of the material we had collected in OPA is not usable at this time. Your wage costs are up; freight rates are up; cost of shrink in shipping either product or live animals is naturally higher because of higher prices. Perhaps even the concept of profit is somewhat higher than it would be in the case of lower price levels.

In the case of beef we find it more difficult to write a regulation. It is much more complex as an industry, in my opinion, than the pork industry. Demand for beef is so much stronger than for some other competing types of meat, and we have been moving somewhat slower in preparing a regulation.

Again we are trying to provide fair margins. One of the most important considerations in the dressed beef regulation is to establish margins between the different grades which will be satisfactory to producers and feeders. It doesn't make so much difference to the slaughterer whether or not the margin between two grades is \$1, \$2 or \$3, but it makes a tremendous amount of difference to the producer and feeder, so in discussing this price spread we have talked with some producers and feeders and plan to talk to them much

more extensively than we have up to this point.

Again on beef we want to establish a regulation which will move the supply along its normal channels. We have felt that the old zone system on beef wasn't too successful in certain areas, and we plan a departure from that, and we are going to use to some extent a basing point concept in establishing prices in various areas throughout the nation.

Price Rollback Unlikely

Now I want to move on to an important question, and that concerns the level of prices. Naturally the prices which we put on meat have to be predicated on the level of prices on the live animals. That question needs a great deal of study. There has been some talk about producers being afraid of a rollback in the prices of live animals. I think I can say with complete frankness that the agency has no intention at this time of rolling back prices on live animals below the levels pertaining in the freeze period. By that I mean the level pertaining during the price freeze base period, December 25 to January 15, 1951. We want to start out with the average high prices in that period in certain markets, and of course it must be understood there will perhaps have to be adjustments made from market to market.

If the prices of livestock move up from that level before controls can be imposed, it will be necessary to give consideration to bringing them in line with the base period price level. We have discussed this with producers, a small number, it is true, but most of them agree that this is a fair approach.

That is with respect to cattle prices. Hog prices during just a portion of the freeze base period were up to the legal minimum specified by the Na-

tional Defense Production Act. There has been some misunderstanding on this question throughout the industry. There should be no question on the point. The Department of Agriculture determines the legal minimum, and that agency did indicate to us that at the time of the price freeze, the price of hogs had reached a level that put them up to parity. The January 15 parity price of hogs was about 97 per cent of the December 25 parity price, but following January 15 there was an upward movement in the price of hogs.

In the case of a level of prices on hogs we must consider the hog-corn ratio. With hog prices frozen at parity and corn prices frozen at parity there is not the type of ratio which I think would produce an incentive for increased hog production. That is a question which we will want to discuss with the Department of Agriculture. We should have prices high enough to produce the maximum amount of these livestock consistent with the feed supply.

Doubts Meat Rationing in '51

I see my time is fast running out. I am going to move along rapidly. I wanted to say also a little something further on this question of supplies. The supply of meat available for this year for civilians has been indicated to you by Mr. Mollin (see page 52). About 2 or 3 lbs. per person more than last year is now indicated if the military does not change its ideas on how much meat it is going to have this year. That amount gives us a high level of consumption. It isn't the highest, however, that we have had. We had two years under OPA when the civilian supply of meat was in excess of that; 1944 I think was one year, and in 1945, when we had our most critical situation in OPA on meat prices, we had nearly the amount of meat per person which is expected to be available for this year.

In this connection, I want to mention just very briefly how we stand on meat consumption per person compared with some other countries. We lead the nations of the world in so many things, the good things, things which make up a high standard of living, that some times we think we lead them in meat consumption. That is not the case. Australia and New Zealand have a per capita consumption somewhere in the neighborhood of 240 or 250 lbs. per person, compared to our 150 lbs. or thereabouts. Argentine and Uruguay have a per capita consumption of meat around 275 lbs. per person, compared with our 150.

On the question of rationing, I just want to say that Mr. DiSalle in an interview released this week indicated he hadn't had any ration books printed; he feels supplies of most goods will be sufficient for this year, and that he doesn't have to be too concerned about rationing.

I think that is the case with meat. I don't believe we are going to have to be too concerned about rationing being

CONVENTIONEERS MIX BUSINESS WITH PLEASURE

1. Robert F. Rode and Biz Rode, partners, Eastern Oregon Meat Co., Baker, Ore.; John Van Paepgehen, president, Van's Packing Plant, Boise, Ida., and Sumner Eshelman, sales manager, H. H. Keim Co., Nampa, Ida.
2. Conventioneers from the Birkenwald firm included: Paul C. Nau, Portland; Mrs. Grant Smith, Seattle; Ralph S. Nesbitt and Mrs. Nesbitt, Portland, and Grant Smith, Seattle.
3. Herb Schlesinger, H. Schlesinger Co., Los Angeles; Anton Rieder, president, Coast Packing Co., Los Angeles; Mrs. Anna Grundmann, Los Angeles; Mrs. Herbert F. Lawner, Berkeley, and Mrs. Anton Rieder, Los Angeles.
4. J. C. Hickey, Griffith Laboratories, Inc., Chicago; F. L. Goulette, plant manager, Fritz Herman, sausage superintendent, and D. C. Bonnallie, superintendent, all of Selma Dressed Beef Co., Long Beach, Calif.; M. C. Phillips, vice president, Griffith Laboratories, Inc., Chicago; G. M. Sparrer, partner, Sparrer Bros. Sausage Co., San Jose, and Charles B. Awe, Griffith Laboratories, Inc.
5. Seated: C. A. Wood, sales manager, and Bill Durling, president, both of Wm. J. Stange Co., Chicago. Standing: Al Mills, sales representative, Los Angeles; V. C. Van Duzer, Pacific Coast manager, Oakland; Joe A. Leininger, Oakland; Irwin Martin, sales, Oakland, and Tom Flynn, sales, Oakland, all of Wm. J. Stange Co.
6. Virgil G. Knudson, owner, Knudson Packing Co., Preston, Ida.; J. E. Manning, Ogden Livestock Auction, Ogden, Utah.
7. A shot of pig weighing at National Ice & Cold Storage Co. booth.
8. William Brown, Purity Stores, Ltd., San Francisco; with Howard Reese; Mrs. Joseph F. Enos; Mrs. Howard Reese; Mrs. Frank Linggi; Joseph F. Enos, partner, and Frank Linggi, partner, all of Purity Sausage Co., Sacramento.

9. Representatives of Custom Food Products, Inc., Chicago (except where otherwise indicated) included the following: Front row: W. E. Kicker, president; Mrs. James T. McGee; Harold W. Smith, guest; Ruth Flowers, Morning Glory Sandwich Co., San Francisco, and M. J. Phee, sales. Back row: James T. McGee, sales, San Francisco; D. P. Hodge, sales, San Francisco, and J. E. Brown, sales, St. Paul.

10. Visking Corp., Chicago, members: First row: Roy Freund; Frank A. Kennedy; Howard R. Medici, vice president, and Gustav Freund, vice president. Behind: W. R. Hemrich, advertising manager; Jim Mili; H. A. Lotka, sales manager, and George M. Perry.

11. N. A. Wolfstein, owner, Southern California Gland Co., Los Angeles; Mrs. N. A. Wolfstein; J. J. O'Keefe, purchasing agent, Eli Lilly & Co., Indianapolis; Kathleen Casey, guest, and Hugh Mayes, purchasing representative, Southern California Gland Co., Sunnyvale, Calif.

12. Bernard Fineman, vice president, Commercial Packing Co., Los Angeles; Mike Gallagher, Gallagher Livestock Commission Co., Los Angeles; Seymour Owens, second vice president, Commercial Packing Co., Los Angeles, and Ben W. Camp-ton, WSMFA, Los Angeles.

13. Al Alfieri, plant superintendent, Union Packing Co., Los Angeles, Calif.; George E. Marks, broker, Meat Packers, Inc., Los Angeles; Glenn Donovan, general manager, Bridgford Meat Packing Co., Anaheim, Calif., and Ben Miller, general manager, Union Packing Co., Los Angeles.

14. Frank Jerome, manager, Baker Rendering Co., Los Angeles; R. S. Wilson, manager, R. S. Wilson Co., Los Angeles; Paul Jerome, president, Phoenix Tallow Co., Phoenix, and H. F. Wardlaw, manager, Kerman Tallow Works, Kerman, Calif.

imposed this year unless the situation changes considerably from what we now think it is going to be. I might say, however, that it is somewhat inconsistent to talk about the need for price controls and say it is not necessary to have rationing control. It is quite obvious that if we impose price controls because we think prices would be higher in the absence of those controls, then logically the demand for meat at the controlled prices will exceed the supply.

We need the cooperation of the industry very badly, partly because we are not staffed adequately to prepare these orders or administer them. We need the cooperation of the industry because we know that without the cooperation of the industry we can't possibly have a successful set of controls. We would like to set up the best possible regulations with the help of the industry.

Mr. Mollin indicated that the regional office setup was suspect. I am not acquainted with that. I know they had to acquire their staff very rapidly.

I told Mr. Forbes two or three weeks ago we would like to have from your association the names of people in your industry for key positions on meat in the western area. I am sure we can help in placing the people in whom you have confidence. We also want to set up industry advisory committees attached to our regional offices, and perhaps to the district offices, to give advice and keep us posted on conditions. We think by having industry advisory committees attached to the various offices, which we did not try in OPA, it will keep us in closer touch with what is going on. We would like your cooperation in that respect. I sincerely feel that with the cooperation of the industry we can have controls which won't be over-burdensome. Any type of control is disliked by the American people, and I think you will find those of us in OPS who went through OPA were the most reluctant of all to embark on this new program, but with your cooperation I am sure we can put out regulations which won't be too unbearable. Thank you.

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Tells 20-Minute Lard Process

KRAMER

A PATENTED process for rendering lard that has the objective of recovering separated fat in substantially the same quality in which it exists in the cells of the raw fat was explained by Albert J. Kramer, president of Pavia Process, Inc. (Editor's note: Mr. Kramer spoke in place of his colleague, D. W. Rogers, vice president of Pavia, who was originally listed on the program.)

"For background purposes," Kramer began, "let me first review the fact that all raw fat is composed of two principal ingredients, namely, the fat itself and protein tissue. The fat is held in small cells or vesicles of the protein tissue. This is true whether the fat be from a hog, a cow, a horse, a cat or a rhinoceros. The number of cells per cubic inch of raw fat varies from animal to animal and it even varies with the fat in different parts of the same animal. Our investigations have shown that, on the average, there are about 75,000 fat cells per cubic inch of raw fat.

"Now, there is only one general way in which fat can be rendered: To break the walls of the cells that hold it.

"While all fat must be rendered in this way, all processes do not employ the same means for breaking the cell walls.

"We can cut up the raw fat so fine that all the cells are ruptured and then melt the fat out; or, we can heat the raw fat to burn or scorch holes in the cells; or, we can use chemicals to disintegrate the cell walls.

"To extract fat from the cells in a way that would least contaminate the rendered fat, a process based simply on the mechanical rupturing of the fat

cells, would obviously be the most desirable. Any process which involves a destruction of the cell walls, either by burning or scorching or by chemical action, necessarily introduces the danger of contamination of the fat from the disintegrated surfaces.

"Although complete mechanical rupturing of the cells may be the most desirable procedure from a theoretical standpoint, it is not so in practical operations because of the difficulties involved in grinding raw fat to the fineness required. With the present equipment there is a limit beyond which it is not feasible to grind raw fat to achieve complete mechanical rupturing of the cells for mass operations in a packing plant. We have, however, found it feasible on a commercial basis to grind chilled skinless raw fat to a particle size as low as 5/64 in. with commercially available equipment in a reasonably short period. Using a 3/4-in. plate, for example, we have repeatedly ground as much as 2,000 lbs. of chilled skinless fat in approximately 8 minutes. A 5/64-in. plate takes about twice as long.

"Grinding fat to this particle size, however, still does not result in all the cells being mechanically ruptured. The Pavia Process is directed to the rupturing of the remaining cells in a way which produces a minimum of deterioration of the fat and of the protein tissue. This is done by a heat shock treatment.

"As it leaves the grinder, the ground raw fat falls directly into a steam jacketed open kettle that is equipped with special high speed agitators. The temperature of the kettle wall is maintained sufficiently high so that when

the small particles of fat touch it, the unbroken cells are ruptured by heat shock and the fat is melted out. A 2,000-lb. batch of raw fat can be ground and rendered in this way in about 15 to 20 minutes. The function of the agitators is to prevent the particles of fat remaining in contact with the hot wall too long. Too long a contact with the hot wall of the kettle would cause the cells to become burnt or scorched and would result in cracklings like that obtained in the usual open kettle methods of rendering. By preventing the protein tissue from becoming burnt or scorched, we avoid contamination of the fat with disintegrated or carbonized particles and, at the same time, enough heat is added to the batch to raise its temperature high enough to meet government requirements.

"This tissue, instead of being like cracklings, is a soft meaty material that is edible and usable in the manufacture of mixed meat products. It does not stick to the kettle wall or result in any burn-on at the surfaces of the kettle. Consequently, no laborious and time-consuming scraping and cleaning operations are necessary. This tissue is separated from the liquid fat by filtering or screening. The filtered liquid fat at this point is sufficiently low in moisture (usually below 0.1 per cent) to require no further reduction in moisture content and can, therefore, be immediately chilled and packaged. The Pavia Process has been officially approved for use in federally inspected plants.

"The objective of the process is to recover the separated fat in substantially the same quality in which it exists in the cells of raw fat. Accordingly, if your raw fat is good to begin with, your lard will be good. If the raw fat is deteriorated, the lard made from it will be inferior in those characteristics which have been affected by the deterioration. In other words, the Pavia Process does not compensate for any deficiencies in the raw fat resulting from poor housekeeping techniques or other causes. These deficiencies will carry through, because the Pavia Process is not a refining process in any sense of the word.

"For more than a year, commercially made Pavia lard has consistently been of high quality, with high smoke points, good color, extremely mild flavor and odor, and high stability. There is complete absence of a burnt odor. With this process, bland-like lard can be produced without the use of a deodorizer, because the fat is not contaminated with disintegrated protein tissue. Pure fat has no odor. Odor in fat is caused by foreign matter or contaminants.

"Different animal fats have different physical characteristics because of the differences in relative proportions of their triglyceryl esters. With Pavia lard, we can blend animal fats economically to satisfy the specifications of different users.

"I would like to clarify a few points



THIS TRIO OF WSMFA regional staff members is composed of Ben W. Campton, Los Angeles; W. F. Gould, San Francisco, and L. Blaine Liljenquist, Washington.

added safety

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NEW BOSS STUFFERS

Added safety features now available in Boss Stuffers create a bonus value of real and lasting importance. The new, extra safe Boss Stuffers cannot be opened while the piston is subjected to pressure, and cannot be closed while fingers are ex-

posed. Think for a moment what these safety features could save you in the uncertain months ahead.

Detailed information about the new Boss Stuffers will be sent promptly upon request.

Inquiries from the Chicago area should be addressed to The Cincinnati Butchers' Supply Company, 824 West Exchange Avenue, Union Stock Yards, Chicago 9, Ill.

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are built for capacities of 100 to 600 lbs.

On 400-500-600 pound sizes, lid and yoke swing on ball bearings for ease of opening and closing.

Lid is centered automatically when yoke is swung to "closed" position.

Rubber packed, semi-steel lid fits flush into safety ring for complete emptying of cylinder.

Yoke is electrically refined cast steel, and is equipped with spring actuated centering pin for perfect lid alignment.

Coarse pitch, double lead screw for rapid operation of lid.

Cylinder of heavy nickel bearing semi-steel is machined and polished inside for efficiency and cleanliness.

Flat top, floating piston has air tight packing. Piston and packing easily adjusted without removal of piston from cylinder. Piston fits flush against lid and safety ring for complete ejection of meat.

Right or left air intake (except 100 lbs. size which has one air intake only).

Globe valve and syphon create vacuum beneath piston for quick return.

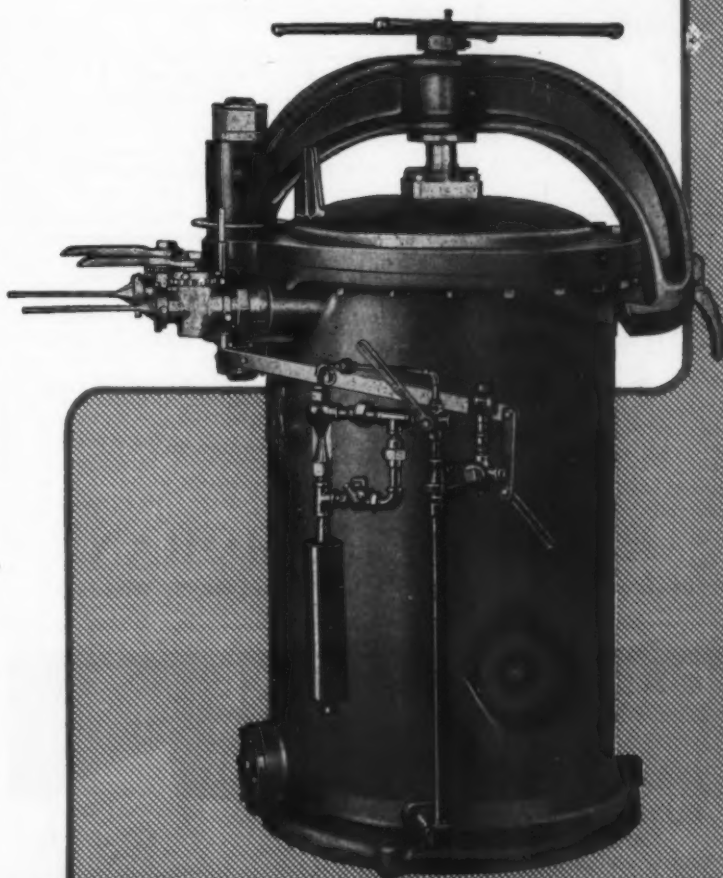
Silencer for air exhaust.

Patented, stainless alloy Micro-Set Stuffer Valve is leak proof, non-binding and easily disassembled for cleaning.

Two stuffer cocks on all but 100 lbs. size.

Two sets of stainless stuffer tubes with each stuffer (except 100 lbs. size, which is equipped with one set).

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that have been raised in the industry about the Pavia Process. One of these is the matter of yields. When we speak of yields, we must take into consideration two factors: First, the yield obtained by the rendering process alone and, second, the yield obtained by expressing oil from the residual material.

"In the ordinary open kettle method, the residual material is cracklings. These cracklings in the unpressed condition, according to information obtained from official sources, contain about 50 to 70 per cent fat. This fat is customarily expressed by pressing the cracklings. In the Pavia Process, the residual material is of the soft, meaty protein of the fat tissues.

"We have not found it possible to press out the Pavia fat tissue with a hydraulic press because of its soft and meaty texture. It slips between the press plates. Also, the material is not channelized like cracklings. It is more in the nature of cooked oatmeal. A more effective, simpler and quicker method is to disintegrate the material to a pulp and filter it again. About 78 per cent of the fat can be removed in this way.

New Pure Protein Source?

"The resulting secondary residue consists of minute and cohesive particles containing about 30 per cent fat. The fat remaining in this secondary residue can be removed by placing it in hot water. The fat floats on top of the water and can be skimmed off. The protein pulp has a specific gravity of about 1.5, sinks rapidly to the bottom, and can be readily filtered from the wash water.

"Investigations are now being conducted to determine the value of this protein pulp and the steep liquor in which it is washed. Bearing in mind that the protein pulp is in a substantially undegraded form, it looks like a new source of pure protein for use, not only in the meat packing industry, but also in various other industries for food and feed fortification and also for the manufacture of amino acids and related compounds. At the present time the wash water itself appears to have considerable promise as a substitute for or additive to corn steep liquor and other mold nutrients such as those used in the manufacture of penicillin and other biological compounds.

"A second point which I would like to make clear is the fact that some reports have indicated that Pavia lard is very cloudy. This condition did exist in the early commercial development of the process. However, it was not due to the process itself, but to the fact that the filter cloths used were not of the proper type. This has been remedied.

"A third point is the question of adding antioxidants to Pavia lard. Antioxidants can obviously be added to any fat, if the processor wishes to do so. We have in commercial operations repeatedly produced 9¼- to 11¼-hour lard using the Pavia Process. For many purposes, such lard does not need an antioxidant. For other purposes it will."



Ways to By-Pass Road Blocks

PETERSON

HOW government regulations and enforcement personnel can block business expansion and economy, and what business can do to offset these hindrances was the theme of Ervin L. Peterson's address. Mr. Peterson, who is director of the Department of Agriculture for the State of Oregon, is well known to livestock men in the West.

Admitting, humorously, that he is a bureaucrat, Mr. Peterson also said he has some convictions—one of them being that the fellow who decided to sell one of his two cows and buy a bull invented the greatest system mankind has ever known. The essence of that system is free choice.

"If somebody doesn't like your product, they go buy your competitors," said Peterson. "The difference between that and government is that when you take an appeal from government your appeal still must go through some of the machinery of government itself.

"I assume that each of you values the business in which you are engaged; that you would not willingly give up that business and that you expect now to continue in it. There are two things, among others, which can destroy the value of that business and make it impossible for you to continue in it. One is a shrinkage in the supply of your product—animals—where your volume becomes insufficient to handle the overhead. The second is competition of identical products at prices below that which you can afford to sell yours.

"Your immediate reaction is that neither of those things can happen. You better take another look, for it is later than you think. The Pacific Coast is today a deficit area in livestock production and, except for Montana and Texas, the remaining states do not have the volume to cure the deficit. We are not producing all the meat our people are eating. There are indications that for the immediate present the deficit will become greater.

"The West is, therefore, in a sense a seller's market and there are sellers other than you who are willing to furnish it. I am sure that neither you nor anyone else has any qualms about meeting competition so long as the competition begins from the same starting line which you were compelled to use. It is at this point that the hand begins to get in your pocket—the hand of government.

"Regulation of transportation rates

is a governmental function. Those rates can be and have been so regulated as to create road blocks to many businesses, including yours. In fact, the relationship between west bound freight rates on meats and packinghouse products from points east of the continental divide and west bound rates on live animals is an important key to the value of your business—to your ability to maintain that business in a sound operating condition.

"It is obvious that should freight rates on dressed meats and live animals be the same from eastern points of slaughter to the West Coast that you would be selling higher priced meats than your competitors processing like meats within the Mississippi Basin and shipping those meats out here and selling them alongside yours. Let's take a look at the overall livestock picture.

"From 1930 to 1950 our country grew in population by 30,000,000 people. During the same period total cattle population grew by 24,500,000 of which 16,000,000 were beef cattle. Annual calf crop grew 8,800,000. During the same general period hog production has not increased greatly—about 3.6 billion pounds live weight, while sheep are a sad story. Total sheep population decreased 20,000,000 head during the period 1930-1949.

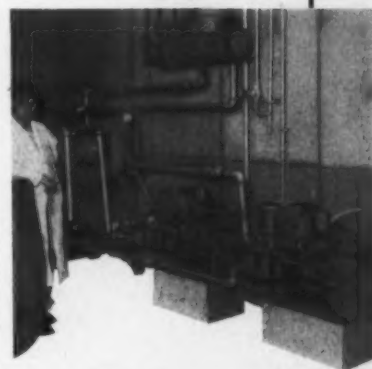
"Slaughter of commercial meat animals in the 12 western states doubled in the last quarter century. Population has increased by about 70 per cent and is expected to reach a total of over 30,000,000 people by 1955. If in 1955 per capita consumption of meat is at present levels, we will then need annually 800,000 more cattle, 375,000 more calves, 1,100,000 more hogs, and 1,000,000 more sheep and lambs.

"In its entirety, the western area, 12 states, is yet a surplus producing area for cattle and sheep, but the Pacific Coast, with the bulk of western population, is predominantly a deficit area in livestock.

"California, Texas, Colorado, Washington, and Oregon do most of the western slaughtering of meat animals, the importance of each state being in the order named. In California, at present, the deficit of marketing over slaughter is a billion pounds live weight. However, not all net marketings are for slaughter purposes. The result is that western packer buyers are moving further and further east-

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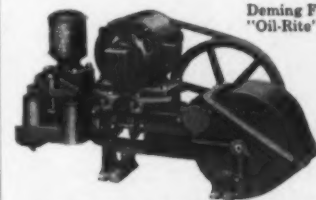


Two Deming Fig. 1809 "Oil-Rite" Double-Acting Piston Pumps speed the process of pickling hams and shoulders in a midwestern packing plant.

At 100 lbs. working pressure, the Deming Pumps force a solution of salt and sugar into the arteries of hams and shoulders until the solution thoroughly impregnates those products.

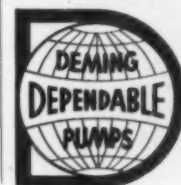
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THRU THE PALACE HALLS

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2. Mrs. Ben Gambord; Ben Gambord, secretary-treasurer; Sidney J. Gambord, president, Gambord Meat Co., San Jose, Calif., and Mrs. S. J. Gambord.
3. George Leeds, salesman; Ross Allen, general manager, and S. A. Granche, sales engineer, Allen Gauge & Tool Co., Pittsburgh.
4. Wm. D. Hedderly, founder, and Stephen Chelbay, vice president, Group Consultants of California, San Jose, and Parke K. Mason, home office representative, Pacific Mutual Life Insurance Co., San Francisco.
5. W. R. McBroom and L. L. Patrick, Irish & McBroom Packing Co., Eugene, Ore., and C. E. Steen, Steen Brothers Food Stores, Albany, Ore.
6. Mrs. J. A. Jenks; J. A. Jenks, J. A. Jenks Co., San Francisco; Mrs. A. J. Murray, Los Angeles, and D. O. Nebergall, vice president, D. E. Nebergall Meat Co., Albany, Ore.
7. Earl A. Himovitz, Hanford Branch, Kern Valley Packing Co., Bakersfield, Calif.; Sam H. Rudnick, secretary-treasurer, Kern Valley Packing Co., Bakersfield, and Samuel Lieberman, partner, Quality Meat Packing Co., Los Angeles.
8. Wm. R. Dixon, owner, Turkey Brand Corned Meats, San Francisco; L. S. Young, west coast representative; R. Soquet, engineer, and C. A. Wetli, vice president, Hudson Sharp Machine Co., Green Bay, Wis.
9. E. F. Pavlich, Fred Hanson and J. F. Pavlich, jr., Russ Meat Co., Eureka, Calif.
10. Ronald Blumer, assistant manager, and Hays Burnett, superintendent, B. & M. Meat Co., Long Beach, Calif., and Herman Waldman, president, Herman Waldman Co., Los Angeles.
11. Ed Freedman; Sol Morton, president, and George Temmerman, Meat Industry Suppliers, Inc., Chicago.
12. Ben Miller, general manager, Union Packing Co., Los Angeles; Bernard Fine-man, vice president, Commercial Packing Co., Los Angeles, and Adolph Miller, president, Union Packing Co.

ward for supplies of live animals. Can they continue to do so? That depends on the ratio of freight rates west bound on dressed meats and packinghouse products to freight rates west bound on live animals. Over a period of years those ratios have been getting narrower. During the same period the break-even point for most all business has increased materially. Combine these two factors with seasonal variations in the points of availability of slaughter livestock and I believe you will admit you have the makings of at least a modest problem, and more likely a very major one.

"Not many months ago a Portland packer, in an effort to meet the demands of his trade, purchased two carloads of steers at Denver. The requirements were that those steers grade



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MEMBERS OF THE WSMBA BOARD of directors are left to right: (front) Frank De Benedetti, president, Idaho Meat Packers, Inc., Caldwell, Idaho; O. B. Joseph, president, James Henry Packing Co., Seattle; Thomas Carstens, president, Carstens Packing Co., Tacoma; Albert T. Luer, president, Luer Packing Co., Los Angeles; Douglas N. Allan, secretary-treasurer, James Allan & Sons, San Francisco; C. F. Moore, partner, Ogden Dressed Meat Co., Ogden, Utah; Anton Rieder, president, Coast Packing Co., Los Angeles; Eugene Ranconi, general manager, Walth-Schilling & Co., Inc., Santa Cruz, Calif.; Glenn Taylor, partner, Anker Meat Co., Modesto, Calif., and O. L. Brown, owner,

Medford Meat Co., Medford, Ore. Back row: Nate Morantz, secretary-treasurer, State Packing Co., Los Angeles; Harold Kummer, president, Kummer Meat Co., Hillsboro, Ore.; Alvin Gunther, partner, Solano Meat Co., Vallejo, Calif.; Paul McFarland, general manager, Archie McFarland & Son, Salt Lake City; Henry J. Kruse, president, Seattle Packing Co., Seattle; G. F. Chambers, president, Valley Packing Co., Salem, Ore.; Leland Jacobsmuhlen, president, Arrow Meat Co., Cornelius, Ore.; George S. Wright, president, Wright Packing Co., National City, Calif., and E. F. Forbes, president and general manager, Western States Meat Packers Association.

Good after slaughter and that they cost him 52c on the hoof. They did grade Good and they did cost him 52c on the hoof. When he went to sell them, he found his competition offering identical products at 48c.

"Within the power to establish rates on meats and live animals westbound from the Mississippi basin lies the power to destroy in large measure the western independent meat packing industry. This is a matter which concerns not only you people but concerns also livestock producers both in the western region and in the Mississippi basin. Why does it concern producers in the Mississippi basin? Because you, as buyers in that area, are a force of competition with buyers local to that area and as long as you are able to be in those markets and compete with buyers local to the area, the producer knows that prices he received are the maximum the market will permit.

"It would seem, therefore, that there are powerful allies available to you in resisting the fixing of rates in such a manner as to destroy the condition wherein you western packers may operate from the same starting line as your competition. To avail yourselves more effectively of those allies requires of you a strong, effective and vigorous organization. You have one. You need above all to retain it, to strengthen it, and to support it vigorously.

"There are many other problems than this one which are now before you. One is the imposition of price and wage controls, to be followed, undoubtedly, by other more detailed controls.

"Already we have ceiling prices. Of themselves they will not produce an extra pound of meat. When ceilings were in effect during the 1940's, consumers' spendable income utilized for meat was held to 4.1 per cent. Live-

stock producers were thus deprived of their normal share of the national income. Also, price ceilings didn't work. You know the black market story which blew out price ceilings in 1946. Any price ceiling policy which fails to balance prices with purchasing power won't work now.

"That more meat production is needed should be apparent to anyone who cares to examine the facts surrounding the meat industry. The only way to get it is with a price structure that will pay for it. A rigid price structure won't do the job.

"The principal problem of rates, as well as other problems, can only be surmounted by accurate information assembled and presented at the right time and the right places. Again, organization and vigorous action are necessary. Correct and accurate information concerning the main problem must not stop upon its presentation to the agencies exercising the power of rate making or the power of regulation, but it must be carried vigorously and continuously to the people who are really concerned. Every livestock producer, every chamber of commerce, every farm group, every business house and every employed person in every area of this country where livestock has an important part in the local resources needs to be informed.

"If informed public opinion can be brought to bear on these problems, they will be overcome. You meat packers cannot win by yourselves so the task before you is not only to keep your position before the regulatory authorities, but to carry detailed and accurate information out to the people.

(Continued on page 87.)



HOW ARE THINGS going, Mr. Forbes? Lester I. Norton, president, and Edward R. Swem, vice president and editor, The National Provisioner, pose for photo with E. F. Forbes, (center) WSMBA president, while discussing convention activities.



WHEN GOOD FRIENDS MEET

1. J. E. Brown, St. Paul sales; W. E. Kicker, president; James T. McGee, San Francisco sales, and M. J. Phee, Chicago sales, all of Custom Food Products Inc., Chicago.
2. Henry J. Kruse, president, Seattle Packing Co., Seattle, Wash., and M. R. Bell, owner, W. W. Garry Co., Sioux City, Ia.
3. John Pauli, jr., owner, Pauli Packing Co., Portland, Ore.; Mrs. Pauli; J. C. Weinrich; Bob McMahon; LeRoy Alfreds, and M. C. Phillips, vice president, The Griffith Laboratories Inc., Chicago.
4. Mr. and Mrs. Walter Gallus and Jakob Gallus, president, Portland Provision Co., Portland, Ore.
5. Allan Petersen, vice president; E. M. Petersen, president, and Gene Ranconi, secretary-treasurer, Walti-Schilling & Co., Santa Cruz, Calif.
6. J. A. Jenks, president, J. A. Jenks & Co., San Francisco.
7. E. C. Steiner, president, Kentmaster Mfg. Co., Inc., Los Angeles.
8. Philip Haubert, advertising manager, Pacific Tire and Rubber Co., Oakland.
9. Ed A. Haagensen, Pacific coast manager, Bulkley, Dunton Pulp Co., Inc., Pasadena.
10. Irvin Bray, secretary-treasurer, San Luis Meat Co., San Luis Obispo, Calif.; Jack T. Errington, vice president and manager, Salinas Dressed Beef Co., Salinas, Calif., and H. W. Ditlevsen, manager, San Luis Meat Co.
11. R. E. Walters, president, National Renderers Association, Washington, D. C., and Lloyd Hygelund, manager, Crown By-Products Co., San Jose, Calif.
12. Tommy Schlesinger, manager, manufacturing department, H. Schlesinger Co., Los Angeles, and John E. Poletti, partner, Cariani Sausage Co., San Francisco.
13. J. L. Carpenter, Pacific coast representative, and Harold E. Smith, president, John E. Smith's Sons Co., Buffalo, N. Y.
14. D. Horowitz, president, and Mrs. and Mr. Ray Herziger, General Machinery Co., Sheboygan, Wis.



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TRUCK REFRIGERATION

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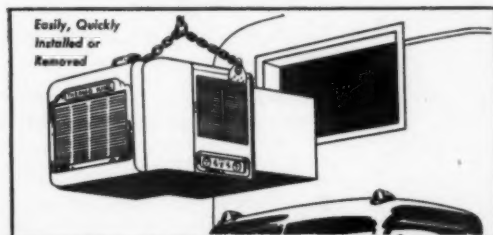
Whether you are a shipper or a carrier, you, too, will enjoy better business from better refrigeration! Insist on THERMO KING for

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A Look at War-Time Packaging

HOUDESHELL

HOW will the wartime economy affect the progress of prepackaging in the meat industry? Will it stop it entirely? Will it force processors to revert to old methods of merchandising? Daryl F. Houdeshell, manager, Meat Packing Division, Milprint, Inc., provided some interesting and provocative answers to these questions in his address on prepackaging at the WS-MPA convention.

"World unrest has so projected itself into our national economy that today we find ourselves practically upon an all-out war footing.

"Plans we have made for new products—new packages—new machines will now be decided by supplies of meat, packaging materials and machines made available for civilian usage.

"While the conditions which now confront the meat industry do not look promising, let us not forget that we passed through a similar situation within the past decade and emerged much stronger, not only financially but in all-important know-how, well-prepared for the changeover from war work to all-out civilian supply operations. Committees were set up in individual plants to plan new products for the consumer market. Experiments were conducted and tests made for new packaging materials and their effectiveness. It might be well for us now, as we find ourselves unable to execute previous plans, to again set such committees and begin planning for the future.

"Let us now turn our attention to our prime concern—the civilian consumer market for meat foods.

"The impact of the self-service method of meat merchandising, extending from coast to coast, has caught many unbelieving meat packers in a very unenviable position — saleswise. They either did not or would not go along with the new program and they soon learned that the packaging operation was being done at the market level, with consequent loss to local packer brands and local packer prestige. Such packer packaged merchandise that reached many self-service markets originated in other sections of the nation.

"When you further consider that plans are underway to add 1,250 new 100 per cent self-service units in 1951 to the 3,000 now operating, along with more than 10,000 partial self-service units, it is strikingly apparent that today your packages must attract attention, forcefully tell a sales story and

impel the consumer to purchase.

"Let us consider ways and means of achieving packages which will not only sell on sight but will sell again and again to the same consumers.

"First, of course, is the quality of the meat products. They must be good because packaging will not make them any better.

"Second, the packaging material selected must protect the product, otherwise it will not stimulate impulse purchasing and it can kill off repeat sales.

"Third, the package should have color to catch the eye, to hold attention, and to impel purchase.

"Fourth, the package should be such that it will stack or display well.

"Fifth, the package should be durable, well-sealed, easy to handle and to carry home.

"Sixth, wherever possible, the package should include cooking instructions, recipes, and some mention of other meat products.

"Seventh, packages which enjoy unusual seasonal demand should be dressed for the occasion.

"Packages, when properly designed, will form a color pattern which will set them apart from competitive packages.

For example, a white block on dark background appears larger—something to keep in mind when determining background copy appearing on your packages. By trying to get too much copy or too much color on the wrapper, package beauty is sacrificed. The point here is to use color to maintain the product as the center of interest while keeping the copy limited but legible.

"Color, plus identical type in the copy, identifies the packages from a distance. Such designing is economical as well as attractive for it permits easy slug changes which makes possible the use of plates on a variety of items.

"Problems of package design can best be handled by men who are qualified to create designs which sell. They work at it day after day.

(EDITOR'S NOTE: At this point in his address, Mr. Houdeshell displayed various types of packages for literally the entire line of prepackaged meats being produced by packers the nation over. He described the materials, machines, methods and production speeds by which these packages are produced. His address continues now with a discussion of the importance of packaging machinery and the availability of wrapping materials):

"It is obvious from the many installations that alert, production-minded meat packers realize the importance of modern, labor-saving packaging machinery. This includes slicing, assembling, conveying, weighing, filling, bagging, boxing, wrapping, tying, sealing, bundling or overwrapping products with the least possible manual labor. However, selection of the right machine for a definite function is all important. A machine should be as versatile as possible, be adjustable to size and type of units handled, have a speed control, and

(Please turn to page 41)



REPRESENTATIVES FROM all walks of the meat industry are shown in this group photo. Left to right: Mike Povech, Levitan Hide Co., San Francisco; Sam Borne, president, United Dressed Beef Co., Los Angeles; Thomas Carstens, president, Carstens Packing Co., Tacoma, Wash.; C. L. Johnson, owner, Johnson Tallow Works, Puyallup, Wash.; A. H. Levitan, president, and Fred M. Young, manager, both of Levitan Hide Co.; D. Bruce Hallat, manager, Gordon Young, Ltd., Vancouver, B. C.; Mrs. Sorenson, and Herbert Sorenson, owner, Puget Sound Rendering Works, Tacoma, and R. H. Gillies, Marysville Meat Packing, Marysville, Calif.



SOME TWOS AND THREES

1. Geo. P. Zenner, owner Zenner's Meats, Portland, Ore.; Mrs. Zenner, and John C. Weinrich, The Griffith Laboratories, Inc., Chicago.
2. Chas. J. Hoerner, sales manager, and Brad Jones, salesman, both of Sylvan Blondheim & Co., San Francisco, and C. E. Dippel, president, C. E. Dippel & Co., New York City.
3. L. E. Foster, sales engineer, Tanner Refrigeration Works, San Francisco; Jim Smith, packinghouse engineer, San Francisco, and Ted Peukert, secretary-treasurer, Associated Refrigerating Engineers.
4. Bob Fonham, sales, Transparent Package Co., Portland, Ore.; R. R. Stigler, sales manager, Transparent Package Co., Chicago, and Emil Meyer, coast representative, Transparent Package Co.
5. Ben W. Rucker, Toledo Scale Co., San Francisco; Arthur F. McCormick, zone retail sales, and Hugh Ditzler, western zone manager, all of Toledo Scale Co.
6. Mrs. L. Goldfarb, Mrs. N. A. Wolfstein, and Louis Goldfarb, chairman of the board, The Cincinnati Cotton Products Co.
7. L. G. Ramsbottom, manager, Hebron Livestock Co., Hebron, Calif., and Paul McFarland, manager, Archie McFarland & Son, Salt Lake City, Utah.
8. Robert Neustadter, Oversea Casing Co., Los Angeles, and Perry Levinson, manager, Oversea Casing Co., Seattle.
9. John Pauli, jr., owner and manager, Pauli Packing Co., Portland; Mrs. Pauli.
10. E. George Lambrecht, Gene Luder and Roy Hickcox, all of sales promotion, Gentry Incorporated, Los Angeles.
11. Donald Urton, manager, Chip Steak Co., Oakland, Calif., and Frank DeBenedetti, president, Idaho Meat Packers, Inc., Caldwell, Idaho.
12. Dow D. Stone, branch manager, York Corporation, San Francisco, and T. A. Marshall, Pacific coast industrial sales manager, York Corporation, Los Angeles.
13. Cy Fels, manager, and Harry Miller, both of Oppenheimer Casing Co.
14. Edith McManus and K. N. Friend, National Ice & Cold Storage Co. of California, San Francisco.

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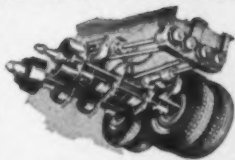
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most important of all in the case of wrapping equipment, be capable of handling a variety of packaging materials. You do not want a \$5,000 to \$12,000 piece of machinery standing idle.

"This is a very proper place to evaluate the current packaging material supply situation as it will determine what we can do in meat packing now and for the foreseeable future.

"Our national preparedness program is so great that it has already cut sharply into converter allocations of preferred packaging materials. All types of cellophane are critically short and from all indications will continue so even after the Olin Industries plant comes into production late this year. Pliofilm and polyethylene are in much the same position as cellophane. Perhaps this is true because of the cellophane situation as many products, formerly in cellophane, are now found in these films. Here also there appears to be no relief in sight.

Lumarith Supply May Increase

"Lumarith (cellulose acetate), while currently in very short supply, may become more plentiful during the second half of 1951 as present production capacity is increased sharply. This would help the film situation a lot as certain acetates are very satisfactory for packaging sliced bacon. Saran is fairly plentiful and more new uses for it will be found in the meat field. Recently I conducted some tests with it in the packaging of sliced bacon. The bacon, packaged in 100-gauge and 50-gauge Saran, stood up very well through a 30-day period.

"Viewing the overall situation, it is apparent that current supplies of cellophane, Pliofilm, acetate, Saran, Vinyl, Cry-O-Rap, glassine, foil, and even parchment are not adequate to meet the overall demands of all industries. Government requirements come first in all cases and we can expect those requirements to cut further into the supplies of all materials mentioned. Then we will find, as we already have, that ingredients required to produce the accepted packaging materials will be short, which will further limit supplies.

"Bad as this picture may appear, it is my humble opinion that it is good, good for the meat industry because sometimes we learn only by being forced to learn. We have already learned that there isn't such a thing as ONE material for packaging ALL meat products. In fact, research in connection with the materials named has already indicated that for certain applications some do a superior job to previously accepted packaging materials. However, even with the use of new film there very likely will not be enough for packaging all meat products in 1951.

"This simply means that we should hold tight to present sources of supply, supplement supplies with what we can secure, and extend the available supply of all materials.

"First, let us analyze all prepackaged product offerings as to how much of



Logistics Will Play Vital Role

KNUDSON

BECAUSE 1951 will be a year of preparation for any eventuality, there will be an increasing demand for the movement of things and peoples. Transportation is bound to play a vital, if not indispensable, role in our national program, said James K. Knudson. Railroads, for example, will be called upon to give almost as much service as they did in the all-time peak year of 1944. Knudson is administrator of the Defense Transport Administration and, in addition, holds a responsible position with the Interstate Commerce Commission.

"We are going to have the tightest situation in moving traffic in this country this year that we have faced for many years, and next year it is going to be even worse. We are running about 23,000 cars a day short of orders at present, and this is the light period of traffic.

"I am happy to say that the railroads have more than 130,000 freight cars on order. But these cars can't be built at the rate of more than 6,000 to 10,000 a month.

"One solution is contained in a program of ten proposals which were announced in Pittsburgh only a few days ago.

"1. Freight cars should be cleaned by receivers promptly and thoroughly.

"2. Prompt loading and unloading of cars by shippers and receivers is a must. Adoption of the five-day week has diminished the availability of our freight car fleet by about 15 per cent.

"3. Heavy loading, though not of mandatory necessity, is desirable. DT is not going to issue an over-all heavy loading order for some time, but we are going to issue a series of them relating to certain commodities. I don't think your commodity is one at the present time, but we will ask you voluntarily to load the carcasses as heavy as the tariffs and the maximum weights will allow and as heavy as your receivers can take them.

"4. Freight cars must not be used for purposes of storage.

"5. The shipper must help to blot out loss and damage. Any loss of efficiency in any item of rail operation which adds to the cost of transportation is of grave concern. Think of the waste in national resources in the current loss of \$100,000,000 a year! You folks have got to learn to package your goods so that it is better protected.

"6. Shippers must place orders only for cars required for immediate use.

"7. The contamination of freight cars must be stopped. One of the classic examples of contamination that has been given me is the loading of green hides in a sugar car or grain car. It takes a lot of time to get the smell of those hides out of the cars so that they can be used for other purposes. That isn't to say that green hides aren't fit to move, but there are cars provided for them and they should be used.

"8. Shippers should pay careful attention to the selection of their cars for
(Please turn to page 44)

each item is regularly sold and how much in earnings each item yields. Then eliminate the dead timber from the line to use the packaging materials to better advantage on the money-makers.

"Second, check carefully the sheet sizes used in handwrapping to see if every inch is needed.

"Third, be sure storage conditions are proper for keeping film in good condition.

"Fourth, keep all wrapping machines in top working order so there will be no film wastage because of poor functioning.

"Fifth, look over all current prepackaged products to determine where another type of packaging material could be used to extend the supply of materials absolutely required for certain

items. Then check the possibilities for obtaining the alternate material. Perhaps you will employ different packages. Perhaps you will recall the package which employs a narrow window of film with grease-proof side walls, and which was so popular during World War II. It may be your solution to packaging certain meat foods again.

"It is because of such alternates that I feel sure that the meat industry will keep alive the successful 100 per cent self-service venture in meat merchandising, either by packaging innovations the industry has already used or by turning to new packaging material offerings as they are made available. It is all a matter of study, tests, and a willingness to accept the untried, for which the meat industry is noted."



NOT CAMERA SHY

1. F. Cristion, vice president, Food Management of Western States, Seattle; Wm. G. Ding, president, Brander Meat Co., Portland, Ore., and F. L. Ritter, northwest representative, WSMFA, Portland.
2. A. L. Craddock, sales representative, Union Oil Co., San Francisco.
3. Chris H. Beck, owner, Chris Beck, Inc., Petaluma, Calif.; Luke Dempsey, and George Serva, both of Chris Beck, Inc.
4. W. T. Scott, Sacramento manager, Cyclops Iron Works, San Francisco; W. B. Clausen, industrial and civil engineer, Oakland, and Dr. Harry Shepherd, California State Department of Agriculture, Sacramento.
5. Arne Eriksen, western representative, The Girdler Corp., San Francisco.
6. Mrs. George Di Donato and George Di Donato, sausage foreman, Pureta Sausage Co., Sacramento.
7. James H. C. Allan, president, James Allan & Sons, San Francisco, and Louis Ottone, jr., partner, Salinas Tallow Co., Salinas, Calif.
8. F. B. Shottelkotte, chief engineer, and John A. Dupps, president, both of the John J. Dupps Co., Germantown, Ohio.
9. Adolph Esparcia, owner, A. Esparcia & Son, Sacramento, Calif., and Joe Salcedo, president, United Meat Co., San Jose, Calif.
10. Charles Pavia, chairman of the board, and Albert J. Kramer, president, Pavia Process, Inc., Washington, D. C.
11. John Fredericks, Eng-Skell Co., San Francisco; John J. Cashin, sales manager of fixtures of Eng-Skell and also San Francisco representative for Holly Molding Devices, Chicago.
12. Frank Jerome, manager, Baker Rendering Co., Los Angeles, and Paul Jerome, president, Phoenix Tallow Co., Phoenix.
13. Fred A. Hedwall, sausage superintendent, Clauss & Krauss, Inc., Sacramento, and H. J. Addison, H. J. Mayer & Sons Co., Chicago.
14. Leland Jacobsmuhlen, Arrow Meat Co., Cornelius, Ore., and Wade Parker, manager, Pacific Meat Co., Portland.



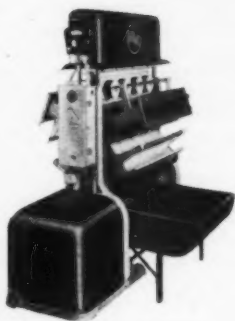
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commodity loading. It is not right to load bricks in a wheat car. It ruins the car and makes it unavailable for hauling feeds and foods.

"9. Shippers should cooperate wherever railroads find six-day week operations expedient. If the railroads are willing to send their cars to your tracks on Saturdays or Sundays, even though it means some overtime payment of your laboring force, a sacrifice to that extent will speed up and make more fluid the availability of cars.

"10. Circuitous routing by shippers and receivers should be minimized. Railroad tariffs have many open routes in them and you are privileged to use those routes. As a matter of fact, this is free enterprise and is not to be completely discouraged. But at the same time, in the interest of saving cars, we urge the shippers of this country not to use unduly circuitous routing for the shipments of their products for the duration of this emergency.

"Undoubtedly most of you are familiar with the problems of obtaining adequate transportation by motor carriers for your products, especially those requiring some degree of refrigeration. While apparently many of these problems have been satisfactorily solved, it may be of interest to you if I review in a general way some of your past and recent transportation problems gathered from a number of ICC decisions.

Reviews Motor Operations

"The motor carriers were first brought under federal regulation by the passage of the Motor Carrier Act in 1935. In the summer of 1935 many motor carriers were serving your packing institutions. Generally speaking, however, the service rendered was more in the nature of a distribution service; that is, shipments were transported comparatively short distances and practically all of the long distance transportation was performed by rail carriers using refrigerator cars. Although some few motor carriers then operated equipment for the transportation of perishables, refrigeration was generally provided through the use of wet or dry ice and some equipment also had blower fans. In any event, there is a record of at least one motor carrier which in the early part of 1935 ordered a special type of refrigerator unit equipped with portable racks and shelves so that no two pieces of fresh meat could touch, and entered into a contract with a packing company in Kansas City to transport fresh meat from that city to Los Angeles. Its first shipment was delivered to Los Angeles on or prior to July 1935, and, as a result, the carrier established and was granted what we call today "Grandfather rights" covering that operation.

"However, as late as 1940 certain farm organizations, livestock producers and meat packers located on the Pacific Coast did not take kindly to the efforts of midwestern packers to ship to the Pacific Coast ports through the use

of motor contract carriers. Their opposition was based chiefly on the ground that proposed changes by the contract motor carriers were considerably lower than the charges then maintained by rail carriers and motor common carriers. Their theory was that any further advantage accruing to the midwestern shipper or packer by reason of reduced transportation charge could result only in the disruption of the entire market and would have an adverse effect thereon.

"It is of interest to note that in 1942 the Commission denied a contract carrier the right sought to transport cured meats and other commodities from certain midwestern points to California based upon the finding that the proposed operation would not be consistent with the public interests and the national transportation policy.

"During the war years we apparently had enough other problems without worrying too much about the long distance transportation of perishables by motor carriers. However, the American Meat Institute, no doubt looking toward the future motor carrier transportation, near the end of the war filed a petition with the Commission seeking, briefly, clarification of the permits of contract carriers serving the meat packing companies so that there would be no doubt as to the commodities such carriers were authorized to transport. As a result, the Commission specifically classified the carriers. The carriers could transport for meat packing companies under the generic description of meat, meat products and by-products, dairy products, articles distributed by meat packing houses, and since the findings in that proceeding all carriers authorized to serve meat packing companies have been granted a proprietary authority based on such findings.

"In any event, after Germany and Japan surrendered, a number of motor carriers became interested once more in the long distance transportation of perishables. Then the motor carriers had some better arguments as to why their services should be used. For example, motor carriers began to buy new trailers at the request of numerous shippers, especially designed for the transportation of perishables; some trailers have 6- to 8-in. fibreglass insulation and their walls are lined with corrugated metal to permit the circulation of air. In addition, more carriers are using trailers equipped with mechanical refrigeration units, some of which are capable of maintaining a temperature below zero. Some carriers own and operate trailers equipped with metal rails for the proper transportation of carcass meats.

"In addition to all this, there has been a growing practice, particularly in the last few years, of certain meat packers in the Midwest using contract carriers or even private carriers to get their meats to the Coast, and using the same trucks to haul exempt agricultural commodities in the opposite direction.

Now I point out to you that these agricultural commodities are exempt under the terms of the Interstate Commerce Act from regulation and this is a matter over which the courts allow the Interstate Commerce Commission no control. The courts say that a regulated hauler of regulated commodities in one direction can haul back exempt commodities in the other direction. As long as they are allowed to do that, they are great competitors to the regulated carriers and the rails.

"Now, of course, motor carrier transportation is important to you people. We in DTA recognize that fact and we promote programs whereby motor carriage will remain in the competitive scheme of transportation.

Foresees Cold Storage Need

"We are going to try and have some new trucks—medium, light and heavy—built this year. We expect to keep good rubber tires on those trucks, keep gasoline available and keep spare parts available for repairing them. But as the months go on I predict you are going to have to make more sacrifices in this field of your transportation also, for we cannot hope to prepare to fight what might amount to a global war without taking some of these critical materials and diverting them to military channels.

"In the field of warehousing and storage, particularly refrigerated warehousing and storage (over which I have something to say), you may also have problems to face. There is not an overabundance of refrigerated warehousing in this country, and if the defense forces absorb a great deal, it may be necessary to provide for greater storage facilities. That also can be done by diverting materials and equipment into those channels.

"In order to encourage all of these things transportationwise that I have mentioned, accelerated tax amortization based upon five years instead of the usual 25 or more years of depreciation is being allowed. This is a great incentive to the construction of freight cars and trucks and warehouse cold storage facilities, and in addition some government money is available for loans to accomplish the same purpose.

"We are not going to exercise controls in this field of transportation one whit more than may be necessary under a given set of prevailing circumstances, and those prevailing circumstances will have to be emergent in nature before such controls will be exercised at all. With your cooperation and the cooperation of the other shippers and carriers of this country we can weather through this apparent storm, at least until it gets a lot worse than it is now, with complete control of your private enterprises, as far as transportation is concerned, in your own hands."

For further picture coverage of the WSMFA Convention, please turn to page 49. Text resumes on page 52.



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PIN-TITE

REINFORCED SHROUD CLOTHS

FORM-BEST FULL-LENGTH STOCKINETTES are stronger and more elastic . . . they form hams plumper. They're less absorbent for less shrinkage.



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Pack a bigger profit with your meats by trimming your costs the Pin-Tite and Form-Best way. Specially woven in our own mills to meet your specialized needs, Pin-Tite and Form-Best are easier to apply . . . save you time and costs. Let us prove it. Write for details and demonstration.

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Cotton Products Co.
Enterprise 4666

The Cincinnati Cotton Products Co.

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HAVING A GOOD TIME?

1. C. E. Gambill, president; Leo J. McQueen, sales manager, and D. P. Gambill, vice president, The Globe Co., Chicago.

2. Al Byk, owner, Byk Brokerage Co., Los Angeles, and Leon K. Manaster, manager, Dubuque Packing Co., S. San Francisco.

3. Samuel Lieberman, partner, Quality Meat Packing Co., Los Angeles; Stanley Morris, USDA, San Francisco, and Nate Morantz, secretary, State Packing Co., Los Angeles.

4. Glenn W. Taylor, partner, Anker Meat Co., Modesto, Calif.; Don Diez, partner, West & Diez Co., Omaha, Nebr., and O. L. Brown, owner, Medford Meat Co., Medford, Ore.

5. M. J. Borelli, M. J. Borelli & Co., San Francisco, and H. L. Chun, C. Q. Yee Hop & Co., Honolulu, T. H.

6. H. A. Kurtzman, vice president, and O. B. Joseph, president, James Henry Packing Co., Seattle, and Frank A. Mayer, vice president, H. J. Mayer & Sons Co., Inc., Chicago.

7. Norman Brammall, Food Management of Western States, Inc., and G. F. Chambers, pres., Valley Packing Co., Salem, Ore.

8. Chan Berry, general manager, San Jose Meat Co., San Jose, Calif., and A. D. Mace, Hill-Mace Meat Co., Dixon, Calif.

9. E. H. Schaa, president, and Don E. Schaa, treasurer, Schaa Packing Co., Ellensburg, Wash.

10. Mrs. and Mr. George H. Lincoln of Los Angeles, honorary member, WSMFA.

11. Harry S. Smith, president, and George Kort, sales manager, Selma Dressed Beef Co., Long Beach, Calif.

12. Douglas N. Allan, secretary-treasurer, James Allan & Sons, San Francisco, and Henry L. Coffin, president, Gibson Packing Co., Yakima, Wash.

13. Bill Ockenden, salesman at San Francisco, and Daryl Houdeshell, manager of the meat packaging division, Milprint, Inc., Milwaukee, Wis.

14. Tom Hussey, Hussey Food Lockers, Portland, Ore., and Howard Nelsen, president, Pacific Meat Co., Portland.

15. Mrs., Mr. Quentin Smith, general manager, Smith Packing Co., San Bernardino.

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for their hospitality at
the WSMPA Convention.
Harold Kummer*

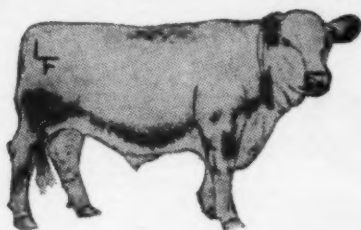
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The heavy demand for Easter hams will introduce many *new* customers to your brand. Win their steady, loyal following with a product so good that they will have no other. You can do it . . . like so many other successful ham packers . . . by using the NEVERFAIL 3-Day Ham Cure.

NEVERFAIL creates a delicious, taste-tempting goodness all its own. That's because NEVERFAIL is a *combined curing and seasoning compound*. The curing salts act as a carrier for a special blend of choice, aromatic spices. NEVERFAIL *pre-seasons as it cures* . . . permeates every morsel and fibre of the meat with its own, special savory flavor. The NEVERFAIL 3-Day Ham Cure always produces that eye-captivating cherry pink color . . . and meat texture that is tender, firm and juicy, but never soggy.

What's more, the NEVERFAIL 3-Day Ham Cure actually *cuts costs* while it improves quality. The shorter time in cure gets your product to market faster at lower cost. Using this ready-mixed compound saves making your own mix . . . saves time, labor and uncertainty. Easter is near . . . but there's still time. Write, wire or phone *today!*

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ALL SMILING FACES

1. Bud Swensen, salesman, United Air Lines, San Francisco; Thomas Cardona, sales at San Jose, and Ernie Barkley, distributor, Pasteuray Corp., Los Gatos, Calif.
2. Paul J. Cortese, sales, Wilson & George Meyer & Co., representative of Tennessee Eastman Co., Kingsport, Tenn.
3. Joe Murray, sales; William Karius, service engineer, and Robert M. Perkins, president, Linker Machines, Inc., Newark, N. J.

4. Charles W. Hess, president, and Harold Mitchell, vice president, Speco, Inc., Schiller Park, Ill., and Bruce Schott, Meat Packers Equipment Co., Oakland, Calif.

5. Albert O. Steckman, vice president, Hercules Fasteners, Inc., Elizabeth, N. J.
6. J. P. Hefferman, A. J. Ross and W. E. Bauman, all Monroe Calculating Machine Co., San Francisco.

7. D. J. Spieldoch, western sales manager, Steelcote Mfg. Co., St. Louis, and Ralph Lewis, partner, Lewis Casing Co., Seattle.
8. Dave Fischbein, president; Mrs. Dave Fischbein, and George Fischbein, manager, D. Fischbein Co., Minneapolis.

9. E. D. Davison, owner, Davison Butcher Supply, Los Angeles, and William Fisher, president, Western Butchers Supply, San Francisco.

10. George Nelke, partner, Dohm & Nelke, Inc., St. Louis.

11. Ivan Heymanson, president, Atmos Corp., Chicago.

12. John E. Rowland, architect, Berkeley, Calif., and Dr. Harry Shepherd, Veterinary Bureau of Meat Inspection, Sacramento.

13. J. P. Hefferman and A. J. Ross, Monroe Calculating Machine Co., San Francisco.

14. C. Oscar Schmidt, president, and Fred W. Stothfang, sales manager, Cincinnati Butchers' Supply Co., Cincinnati.

15. Ellis T. McClure, manager, Cuyamaca Meats, San Diego, and Glenn Donovan, manager, Bridgford Meat Packing Co., Anaheim, Calif.



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BACK FAT CUTTING
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AND OTHER SPECIALTIES

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In Uniform Cubes from 3/16" to 1/4".
Also cut plates 1 1/2" sq. from 1/16" up,
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- Exclusive features eliminate double grinding.
- Efficient operation, low horsepower and maintenance cost.
- Specially designed knives and plates.
- Packers praise its performance.



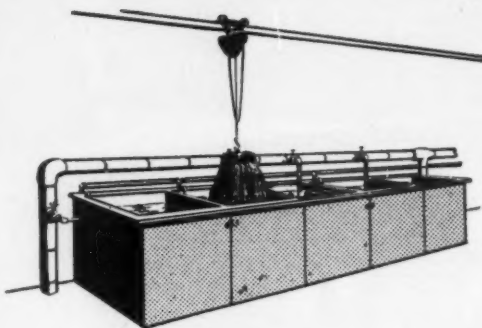
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Sausage Convocation Roundup

DISCUSSION ranged from causes of sausage discoloration to trends in self-service packaging at the first sausage industry meeting held in connection with the WSMFA convention on February 14.

Joe F. Enos, Pureta Sausage Co., Sacramento, was chairman of the meeting, and he was assisted by a panel of industry experts consisting of Frank Mayer of H. J. Mayer & Sons Co.; J. C. Hickey of Griffith Laboratories, Inc.; A. T. Luer of the Luer Packing Co.; Manuel Hoffman of Hoffman Bros. Packing Co., Inc., Los Angeles; Daryl F. Houdeshell, Milprint, Inc., and William R. Hemrich, Visking Corporation, Chicago.

After outlining the speedy, modern methods by which green meat is converted into finished frankfurts in six hours and into bologna in 12 to 15 hours, J. C. Hickey predicted that the day is near when cuts such as hams, picnics and bellies will be cured and processed in much less time than is now required under "quick" procedure. He indicated that it will be possible to move cured meats into consumption within a few days after slaughter. Hickey listed several factors necessary for speedy production of good frankfurts, including the use of high quality meats; temperature of 60 to 65 degs. out of the silent cutter; holding one hour before stuffing and two hours before smoking; smoking to an internal temperature of 150 degs. and steaming to 160 degs. and chilling to 50 degs. before packing.

In speaking on sausage quality, Frank Mayer commented that the characteristic is hard to define but that high quality can be lost at any one of several points in processing and distribution. All operations must be correct in order to achieve high quality. He pointed out that the production of high quality merchandise is the responsi-

bility of all processors in a given area; if one backslides, Mayer declared, all may fail.

Albert T. Luer reported briefly on the outlook for sausage processors under controls. He stated that under proposed fair distribution regulations, OPS would require every slaughterer serving sausage manufacturers, wholesalers, etc., to continue to serve such trade on the same basis as in 1950. Luer predicted that there would be no rationing in 1951.

A number of interesting points were brought out in the question and answer session in which the audience and the panel of industry and supplier experts participated.

Preventing Discoloration

In regard to a question as to whether quality sausage can succeed, Luer answered in the affirmative and cited the experience of his own firm. He pointed out that business can be built up permanently on the basis of quality but not on price; the processor must choose between making a delicatessen or packinghouse type sausage and must not be impatient in building up demand for the first-named type. He summed up his remarks by saying "It's not what you put in sausage, it's what you leave out."

A number of answers were volunteered to a question about causes of discoloration, with all of the experts pointing out that the problem is complex. Processors were advised to check the wholesomeness of trimmings; watch the temperature in the silent cutter and color-setting in the smokehouse; raise the cooking end-point to 155 degs. instead of 145; test equipment for bac-

HARD AT WORK on their special problems are members of: left, the marketing agencies committee, and right, members of the sausage committee.

teria; clean gasket rings in the stuffer daily; make sure that meat is properly chilled after slaughter before it is boned; use snow in chopping rather than ice since the latter dulls the cutter knives; watch when a changeover is made from fresh to frozen meats to be sure of proper cooking, etc., and to watch equipment for deteriorated and, especially, pitted spots where bacteria can collect.

Several processors volunteered the information that they had found air-conditioned smokehouses worthwhile in cutting shrink and in obtaining uniform product most suitable for self-service packaging.

In regard to the practicability of going into self-service packaging under present supply conditions, Houdeshell advised processors to assure themselves of a dependable source of film before attempting machine operations. He also advised starting in a modest way with a handwrapping setup and said packers should be sure their production is large enough to feed packaging machines before buying such equipment.

In regard to a question about the spice situation, it was noted that prices indicate seasoning materials are in short supply with pepper and sage on the critical list.

A general discussion of the prepackaging question brought out comments that consumers are willing to pay the packaging differential, or more, for self-service sausage and some processors have materially increased their total sales of certain items, such as frankfurts, by prepackaging. It was agreed that the trend toward prepackaged sausage and luncheon meats is continuing and that if the processors don't perform the operation, others will. Luer noted that the chains are beginning to sell sausage on the same basis as groceries, that is, product with a little-known brand has small chance of getting into the chain stores' display case.

Hemrich of Visking presented the slide film describing results of the firm's nationwide survey of the sausage and cured meats industry.



"BIG 4"
Approved



"The Old Timer"—
symbol of Speco
superiority.

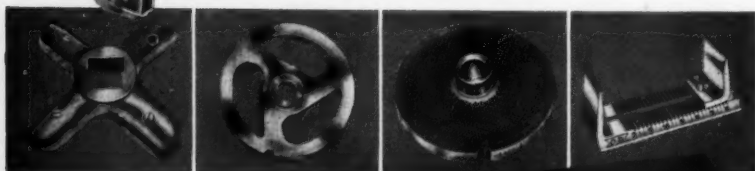
Take it from the "Old Timer," grinder plate and knife manufacture is a specialized business. It involves precision design and machining . . . it requires craftsmen who are proud of their work. All these are built into SPECO knives and plates, to your profit!

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SPECO's C-D Sausage-Linking Guide increases hand-linking speeds, cuts linking costs, improves product appearance.



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BRIEFS ON DEFENSE POLICIES AND ORDERS

RUBBER: NPA has ordered rubber manufacturers to make only one line of standard tread-depth passenger car and truck tires and one line of extra tread-depth passenger car and truck tires.

STEEL: NPA has increased the percentage of military orders a steel mill must fill from its production. Increases range from 2 to 25 per cent above present requirements, the largest increases being on mechanical tubing and rounds for tubes of steel alloy.

LEAD: First controls on lead and antimony, announced by NPA, limit inventories of the two materials to 60 days' supply or a "practical working minimum," whichever is less.

MANGANESE: Beginning April 1, no deliveries of manganese ores can be made or accepted without prior allocation by the Defense Minerals Administration.

Committee Named to Set Up Prices for Sheepskins

A subcommittee to work out dollars and cents price schedules for foreign and domestic pickled sheepskins was appointed this week at a meeting of industry representatives with OPS officials in the hides section of the leather, furs and fibres branch of the Consumers Soft Goods division. Discussions at the meeting centered on the desirability of having ceilings on all major raw stocks of sheepskins, an OPS release stated. It was also agreed that central government purchasing of foreign hides, with domestic allocations to insure the historical distribution in this country, was necessary.

Safety Council Executives Lay Program Plans for '51

In session recently in Chicago, the executive committee of the meat packers section, the National Safety Council, began the preliminary work of organizing its 1951 meeting as part of the National Safety Congress.

Dr. Kendle, director of rehabilitation research, University of Illinois Medical Center, and Wesley Hardenbergh, president, American Meat Institute, have already been announced as speakers.

NIMPA Plans Events for Women at Convention

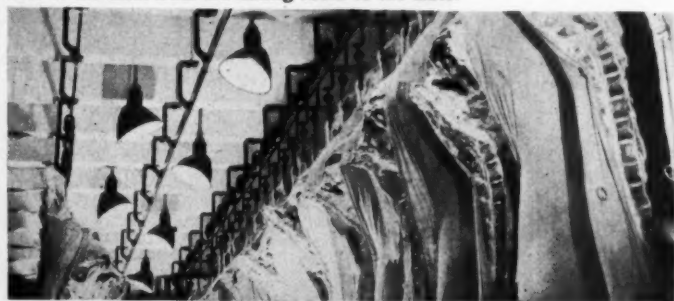
Several activities for women attending the NIMPA convention in April are being planned, the Association announced this week. These will include a tea and a luncheon and style show, and women will also be invited to the annual dinner. Tickets for various radio and television programs will be provided.

(More news appears on page 86)

WHAT IS A MEAL WITHOUT MEAT?

Processing meat is an art. We can all be thankful to the meat industry for its part in providing us with quality meat and food products. This has contributed to better living and increased the life span.

We are proud of our part in providing products to safeguard the wholesomeness of the meat from the killing room to the table.



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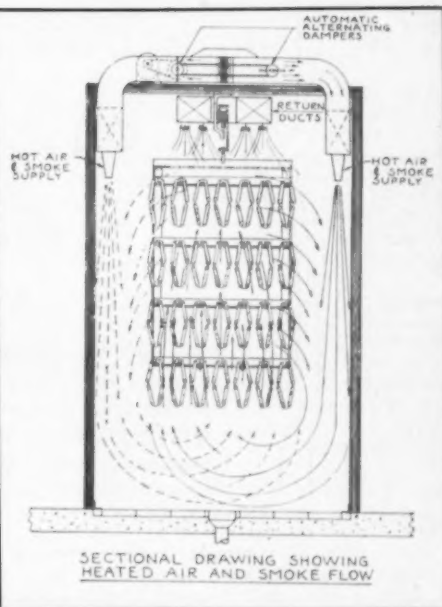
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PERSONALITIES

and Events

OF THE WEEK

►E. M. McClanahan, assistant secretary of Armour and Company, retired on February 17, after 33 years of service. He has been associated with the president's office since 1922.

►John M. Wadd, formerly associated with the Agar Packing & Provision Corp., Chicago, and previous to that with the OPA during the war, is now associated with the Chicago office of OPS.

►Peter J. Luger & Sons Co., Beaver Falls, Pa., is observing its forty-eighth year. The business was founded in 1903 by Peter J. Luger, sr., who came to this country from Bavaria. Active in the business now are Peter J. Luger, jr., Paul A. Luger, Bernard J. Luger and Eugene F. Luger, all vice presidents, and Edward Collins, secretary.

►Merrill J. Dunham is returning to Ottumwa, Ia. to take a position as branch house manager for John Morrell & Co. He will succeed C. B. Hallberg, southern and western branch house division manager, who has resigned. Dunham

began with Morrell in 1922 and after moving through various sales positions, became manager of the Philadelphia branch in 1940. In 1950 he was named district manager of eastern branch houses.

►W. W. Wheeler, who was national supervisor of USDA meat grading until his retirement last October, died at his home in New York this week. Wheeler began with the Meat Inspection Division in 1917. Since 1926 until his retirement he had been in the meat grading service.

►Elmer Fred Peterson, superintendent of the Superior Packing Co., St. Paul, Minn., for the past 14 years, died recently.

►Henry E. Braun, president of Meats, Inc., Clarkston, Wash., has announced that work will begin immediately on a \$150,000 processing building, first unit of an eventual \$600,000 packing plant.

►Operations of the former Streator Meat Packing Co., Streator, Ill., will be started in about 30 days, according to the new owner, Rudolph Lipkowitz. He said the facilities will be devoted principally to filling government contracts for Four-Way beef.

►Emge Packing Co., Anderson, Ind., has installed a series of new smoke-

houses recently and has made other improvements in the plant, formerly Duffey's, Inc., such as landscaping and adding a fence around the premises and a parking lot near the building.

►Central City Beef Co., 32 S. Water st., Philadelphia, has filed to operate a business under state inspection. Owners are Alfred B. Abrams, Albert Jacobson and Harold Riloff.

►Western, Inc., Miami, Okla., which had been idle since last August because of a prolonged labor dispute, resumed operations late in February. R. E. Redpath, former assistant manager who is now managing Western's Tulsa plant, said that from five to ten would be employed at first. Before a series of labor incidents last year, as high as 77 were employed.

►At an organization meeting February 11, the Arkansas Independent Meat Packers Association decided that price controls should be imposed on meat products at the farm level as well as on the packer. Sixty-three representatives of independent packing firms were present. Chris Finkbeiner, president, Little Rock Packing Co., Little Rock, was elected president; Felix Schlosser of the Morrilton Packing Co., Morrilton, vice president, and Clarence Isch, C. A. Linaker Co., McGehee, secretary-treasurer.

►Cyrus W. Brown, 88, founder of C. W. Brown & Co., pork packers of Clarksburg, N. J., died recently.

►Louis H. Solomon has been named chairman of the Provision and Kosher Meat Industries Division of the United Jewish Appeal of Greater New York for the fifth successive year. Solomon is general counsel for the Provision Merchants Trade Council.

►The newly formed Indiana Association of Food Technologists will receive its charter as the Indiana section of the organization following a dinner to be held March 6, 1951, at the Warren hotel, Indianapolis. Presentation will be made by C. S. Lawrence and acceptance by V. R. Rupp, chairman of the charter committee.

►William Ostermann of Swift & Company, Chicago, has been elected to the board of directors of the National Association of Margarine Manufacturers.

►The retiring president of the Waterloo (Ia.) Cyclone Club, which sponsors athletics at Iowa State college, Ronald Sieben, head cattle buyer of the Rath Packing Co., Waterloo, has been elected to the board of directors, along with R. A. Rath, chairman of Rath. Cash Cahill, manager of the Rath feed and fertilizer department, was reelected treasurer, while Paul Bransch of Rath's



FIFTY PACKERS ATTENDED THE AMERICAN MEAT INSTITUTE'S regional meeting in St. Louis on January 24. Geo. L. Heil, jr., Heil Packing Co., was chairman. Also from Heil were Geo. F. Lauth, Chas. W. Heil and John J. Faust. From Swift & Company: R. D. Wiber, E. F. Hemmer, W. K. Thatcher and M. Z. Irish. From Kray Packing Co.: J. E. Kray, J. E. Gronbeck, M. J. King, Joseph L. Williams, R. R. Klauke, John E. Stephens, James A. Meyer, P. S. Carothers, O. H. Bill, C. E. Bischof, Floyd L. Ameling and John Kray Stephens. From St. Louis Independent Packing Co.: E. F. Becker, Edwin Rutledge, I. C. Karch, F. P. Foster and H. E. Madsen. From the St. Louis Local Meat Packers Association: A. F. Versen and Robert Mass. From Armour and Company: R. T. Mann, W. G. Polster, Quick Coddington and L. D. Smith. From Little Rock Packing Co.: Chris Finkbeiner and Kenneth Roberts. From American Packing Co.: Wm. G. Mueller, jr., and Gene Olszowski. From General Meat Co.: I. J. Reinhardt. From Sioff Packing Co.: F. G. Haeussermann, Geo. H. Hohmann and Carl J. Zeitler. From Hunter Packing Co.: Frank A. Hunter, Henry Belz and John J. Burns. From Luer Bros. Packing & Ice Co.: Dave Saylor and G. G. Mihill. From Rath Packing Co.: Wm. B. Goodin. From John Morrell & Co.: Bert Collier. From Cudahy Packing Co.: Joe H. Walters. From Royal Packing Co.: Joe Sokolik. From Dohm & Nelke: George Nelke. From Central Packing Co.: Arthur Herrman. From Pipkin-Boyd-Neal Packing Co.: Howard H. Boyd. Roy Stone and Merrill Maughan represented the American Meat Institute.

agricultural department, was elected vice president. All club members are Iowa State alumni.

►The former plant of the Cudahy Packing Co. on Henderson st., Jersey City, N. J., has been purchased by a syndicate of investors who plan to use part of it and lease out the balance of space for food storage and meat processing. Built about 30 years ago by the Nagle Packing Co. which later was absorbed by Cudahy, the property was sold in 1946 by the latter to the American Packing Corporation. It is fully equipped for slaughtering and meat packing and contains about 150,000 sq. ft.

►Henry W. Marshall, 86, publisher and president of the International Livestock Exposition for 17 years, died recently. Marshall had given up the presidency last fall.

►Wilson C. Codling, vice president and general manager of Tobin Packing Co., Albany Packing Division, Albany, N. Y., has retired as president of the Albany Boys Club in favor of Lawrence McKinney.

►Operations have started at Zamara's, sausage manufacturer, at 158 College ave., Elmira Heights, N. Y.

►H. L. Handy Co., Chicopee, Mass., is installing two elevators at a cost, exclusive of the fireproof walls, of \$23,000.

►T. A. Drescher of Borden's Farm Products Co., New York City, has been

Armour Announces Election of Vice Presidents, Directors

Election of Robert E. Pearsall as an executive vice president of Armour and Company was announced recently by F. W. Specht, president. Pearsall, who joined Armour in 1926, will be associated directly with the president's office. He has been serving as vice president in charge of the dairy and poultry division since 1935.

Election of three new vice presidents was announced on February 16. One of the new officers is Victor Conquest, who directed the research which led to the development of ACTH, other pharmaceuticals and a long list of improved food products and chemicals. Conquest, a chemist and head of the Armour research division, has been active in professional societies. He holds numerous patents covering inventions ranging from hide treatment to new livestock feeds. He joined Armour in 1917.

Thomas E. Hicks, head of the Armour Laboratories, was also named a vice president. Hicks, who has supervised the reorganization of the pharmaceutical business, joined Armour last year after wide experience in the drug field.

Alfred H. Smith has been named vice

president to head the Armour dairy and poultry division. Smith has had more than 30 years service in that department. Formerly general sales manager of dairy and poultry products, he was named general manager of the division at the time Pearsall was appointed executive vice president.

At a meeting of the stockholders on February 16, four new directors were elected. These are Pearsall, Paul F. Clark, president and chairman of the board of directors of John Hancock Mutual Life Insurance Co.; Chris L. Christensen, vice president, director and chairman of the executive committee of the Celotex Corporation, and Charles J. Haines, president of the National Cylinder Gas Co. and a director of a number of other midwestern corporations. Of this group two were elected by reason of the board's action last December in increasing the membership of the board to 17. Two were elected to fill vacancies caused by the death last November of Elisha Walker, a director of the company for 16 years, and the resignation of Sewell L. Avery which was accepted at the February 2 meeting of the board of directors.

elected president of the National Council of Private Motor Truck Owners, Inc.

►Several meat packing and meat wholesaling companies have been incor-

porated in New York state. At Buffalo, N. Y., the Twin City Packing Co. was organized by Karl Goldman, 114 Winsford rd.; Robert Smolka and Helen Kauff-



McLEAN HOG SPLITTING SAW

SPLITS UP TO 450 HOGS PER HOUR

... tested and approved by large and SMALL packers!

- Elimination of miscut and broken loins means extra profits!
- Easier to use, splits faster, does cleaner work!
- Splits hogs in 6-8 seconds... without souring the bone!
- Green men become efficient operators in less than a day!
- Designed specifically for hogs... tested and proved!
- Sturdily and powerfully built... guaranteed!
- 220 or 440 volt 3-phase 60 cycle motor or combination.

M. H. BROWN, U.S. SALES REPRESENTATIVE

c/o GREAT FALLS MEAT COMPANY—Packers
BOX 1526 • GREAT FALLS, MONTANA

McLEAN HOG SPLITTING SAW

Manufactured and Patented in Canada • Patents Pending in the United States



PNEUMATIC FLAYING

MEANS

SAFER, EASIER AND SPEEDIER OPERATION

**You will consistently get
Perfect Hides and Carcasses**

with



CHECK these FLAYMASTER facts:

- It SAVES YOU MONEY—and does better and faster work with less strain on the operator—and gives satisfaction, always!
- It is the most modern, efficient, and economical mechanical knife in existence.
- It has been universally tested for three years and fully proved its worth over its competitors.
- It will skin all parts of carcasses of all types of beef, hot and cold calves, stags, and boars.
- It has multi-scissor action safety blades oscillating at over 18,000 strokes per minute, ensuring highest constant performance.
- It never gets warm even if used for hours on end without stoppage.
- It has long life—maintenance elementary.
- It is a midget with the performance and stamina of a giant.
- It consumes 12 cubic feet of free air per minute at 98 lbs. pressure.
- It is now available—3 to 6 weeks delivery. Immediate service facilities available in USA.

Tanners compete for "Flaymastered" hides and skins.

The "KINGLEY (Regd.) FLAYMASTER" is produced by the Kingley Equipment Company Ltd., Oxford Circus House, 245, Oxford Street, London, England, who are the sole World Distributors, Patentees, and Manufacturers.

This machine has been under constant tests for the past three years in England, the Continent of Europe, and one year in the U.S.A., Australia, and South Africa.

It is the safest, fastest, lightest, most manoeuvrable and most reliable self-contained mechanical flaying instrument in the world today.

This is no idle statement, but can be substantiated by testimonials such as these:

The Committee of the Hide & Allied Trade Improvement Society, U.K., considered that the Kingley Flaymaster machine as demonstrated at Bristol on the 24th May 1949 "produced hides whose take-off was faultless. The expeditious manner in which the hides were flayed indicated that the machine could be of considerable benefit to slaughtermen both from the aspect of speeding the work and of easing the labour involved." At the same time the Committee recommended the Flaymaster to the Ministry of Food in the U.K., who are introducing its use in various slaughterhouses.

"La Liberte d'Italia", of Rome, in their issue of the 27th September 1950 comments on the Flaymaster plant operating at the Rome Municipal Abattoirs: "This flaying tool effects a perfect separation of the hide from the carcass at a speed which cannot be reached by any other method. The machine will not replace the man, but it will help him to work faster and better with less strain. Damage to hide or carcass can only be caused through willful destructiveness."

Mr. Finkbeiner of Little Rock Packing Company, Little Rock, Arkansas, states: "Improves take-off, easy to operate, even with new help; makes it mandatory in our plant."

Mr. H. E. Mossop, Managing Director of Mossop & Son, Ltd., South Africa, states: "My experience with other flaying machines throws into high perspective the superiority of the Flaymaster."

All machines are made in England and shipped to United States by air freight. Complete installation of Flaymaster equipment located at the Great Falls Meat Company, Great Falls, Montana.

All orders will be filled in sequence in which received. All orders cash on delivery and include one set of extra blades. Three machines are necessary for fast complete Flaymaster installation: siding, rumping, and hide-dropping.

ORDER YOURS TODAY!

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c/o GREAT FALLS MEAT COMPANY, Packers

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are proving a wise choice
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"Houses in the hundreds" is proof of Julian's practical experience... enthusiastic endorsements prove that Julian Smokehouses perform with expertly engineered dependability for many of the nation's most prominent packers. Smooth, trouble-free performance is built into every JULIAN Smokehouse . . . your protection at all times.



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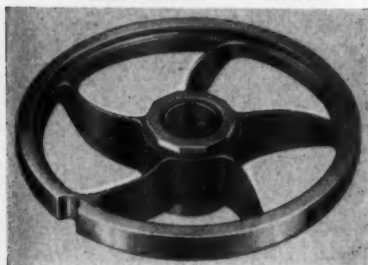
NEW DEPARTURE PLATES

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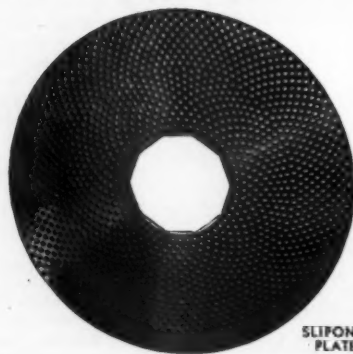
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New thin Plates and angle hole cutting mean reduced friction and cooler cutting. Write today for full details and "discount" prices. Plates and adapters are made of stainless steel . . . easy to clean . . . sanitary!



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MEAT PACKERS EQUIPMENT, INC.

MELBOURNE • FLORIDA

man. At Kings, N. Y., the Robert Abat-
toir, Inc., was organized by Helen
Blumenthal, Toby Stein and Alex Lin-
dower, whose addresses are 261 Broad-
way, New York city; and the Smithtown
Hotel Supply Corp. was formed there by
Leonard Franklin, William Sardell and
Dorothy Freshman, whose addresses are
135 Broadway, New York city. Three
new plants are located in New York
city: Seneca Packing Corp., 61 Broad-
way; Joseph Esposito Meat Market,
4057 Ninety-seventh st., Corona, N. Y.,
and Brassard Brothers, Inc., 115 E. 92nd
st.

►Boyle Packing Co., Danville, Ky., re-
cently announced that it will discon-
tinue its retail meat market and con-
centrate its production on wholesale
operations.

►The Alleghany Food Co., Covington,
Va., has been purchased by Eldridge
Barnes, who is division manager of the
Cassco Refrigerating Corp. He plans
to move to Covington and assume per-
sonal charge of the packing plant.

►William P. Hynes, 65, for many years
a salesman in Kansas City, Kans. for
Wilson & Company, Inc., died recently.

►Amarillo Packing Co., Inc., Amarillo,
Tex., has been granted a 50-year char-
ter. Incorporators are Key Furr, J. L.
Sparks and W. Homer Davis.

Flashes on Suppliers

H. J. MAYER & SONS CO.: This
Chicago firm has appointed Ivan G.
Potts as sales representative in the
northeastern states. Potts has had ex-
tensive experience in the meat packing
and associated fields and is familiar
with curing and seasoning problems.
His headquarters will be at Philadel-
phia.

SUTHERLAND PAPER COMPANY:
The appointment of Mark Hubbell as a
field sales representative has been an-
nounced by this Kalamazoo, Mich. firm.
Having had previous sales experience
in the folding carton field, Hubbell will
service counties in central Illinois and
northeastern Missouri, with headquar-
ters in Decatur, Ill.

GENERAL BOX COMPANY: Plans
for the construction of a new 1-story
building to house executive offices and
an experimental laboratory have been
disclosed by this Chicago concern. The
structure will be located in Des Plaines,
Ill., a suburb of Chicago. Built of
brick and stone, it will contain 22,300
sq. ft. of floor space. Parking and
recreational facilities for employees are
included in the plans.

CENTRAL STATES PAPER & BAG
CO.: To better serve western states,
this St. Louis, Mo. firm has constructed
a new plant at 1755a Utah st., Seattle,
Wash. for manufacture of paper and
plastic bags and liners. The new plant
is a one story structure with 20,000
sq. ft. of floor space. Central States
has other plants in St. Louis, Irving-
ton, N. Y. and Salt Lake City.

See classified page for bargains.

NEW TRADE LITERATURE

Pressure and Temperature Regulators (NL 69): A new, 32-page booklet contains useful information about pilot-operated pressure and temperature regulators. Illustrated with photos, charts and tables, the new book discusses main valves, controls and strainers and gives capacity and flow data as well as dimensions and weights. Case example problems are cited to help in selecting the correct type and size regulator for a particular application.—Spence Engineering Co.

Selecting Centrifugal Pumps (NL 67): Economical pumping units for every operation are cataloged in a new 16-page "Handy Guide to Selection of Centrifugal Pumps." A wide variety of units are indexed, including close-coupled, pedestal, double suction single stage, multi-stage, self-priming, fractional horsepower, cooling and circulating, process, solids handling, sewage, axial and mixed flow pumps.—Allis-Chalmers.

Product Movement Equipment (NL 71): A 36-page, 3-color catalog presents an entire line of industrial casters, platform trucks and hand trucks. Complete specifications, plus choices of models best suited to various handling problems are given.—The Rapids-Standard Co., Inc.

Cargo Heaters and Coolers (NL 7): Brief descriptions and specifications of a complete line of gasoline-burning cab and cargo heaters and dry-ice cargo refrigeration systems are given in a compact folder. The heaters operate independently of vehicle engines.—Hunter Manufacturing Co.

Protective Linings (NL 61): Linings for steel drums and pails to protect a wide variety of products during shipment and temporary storage are described in a 12-page booklet. These linings can be used for packaging animal oils and fatty acids, storing solvents and soaps.—The Glidden Co.

Hand Truck Line (NL 6): All types of hand trucks for movement of all types of product are shown in a 2-color, 16-page catalog. Construction details, weights, measurements, load capacities and other specifications are given.—Lewis-Shepard Products, Inc.

Casing Closure Manual (NL 66): The makers of Fastie closures and loops for sausage have published a new instruction and maintenance manual. It shows the operating procedure for applying the Fastie closures to artificial casings.—Hercules Fasteners, Inc.

Use this coupon in writing for New Trade Literature. Address The National Provisioner, giving key numbers only. (2-24-51).

No.
Name.....
City.....
Street.....

Ever Lose Any Business?

WE HAVE . . . AND WE'RE PROUD OF IT, because we lost it as a result of our refusal to lower the standard of excellence of M.I.S. products . . . a standard that is jealously guarded in this organization.

During the hectic period in which the prices of spices have gone completely out of bounds, we have steadfastly refused to change any of our formulas without the knowledge and consent of our customers.

A few have tried to buy elsewhere at lower cost, but the majority have stayed with us and paid the increases we have been obliged to pass along to them.

Little by little those who have tried other products are coming back to M.I.S. . . . which convinces us that it's good business to sacrifice an occasional order for the sake of maintaining the lasting confidence and friendship of ALL of our customers.

You CAN depend on M.I.S.!

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MEAT INDUSTRY SUPPLIERS

4432-40 So. Ashland Ave., Chicago 9, Ill.

Creators and Manufacturers of Fine Food Seasonings

NOTE: The above is a repeat of a previous ad, but our standards have not changed . . . and we are determined now, more than ever, to rigidly maintain this protective policy. M.I.S.



HOW TO GIVE HAM TOP BILLING

Here's a perfect example of Continental's "let's make-it-better" policy. It's a miniature, pear-shaped ham can that does things no other can for hams has ever done before.

Because of the size (1½ to 2 lbs.) and special shape of this can, the contents can be processed in such a way that they will keep without refrigeration. The body and top—and this is also a new development by Continental—can be beautifully lithographed

in true colors. And, finally, the pear shape permits the can to be set either flat or on one end. These added features make it possible for storekeepers to arrange attractive counter and window displays—give hams top billing.

The development of better packages for meat and meat products is just one of the hundreds of advances in packaging pioneered by Continental.

CONTINENTAL  CAN COMPANY

Eastern Division: 122 E. 42nd St., New York 17 • Central Division: 135 So. La Salle St., Chicago 3 • Pacific Division: Russ Building, San Francisco 4

Inspected Meat Output Keeps Pace With Week and Year-Earlier Totals

FEDERALLY inspected meat output was estimated at 290,000,000 lbs. in the week ended February 17, according to the latest report by the U. S. Department of Agriculture. This represents an increase of 3 per cent over the 282,000,000 lbs. reported for the previous week and was slightly more

Calf slaughter increased to 97,000 head from the 84,000 head reported a week earlier, but was under the 100,000 head kill of the year before. Output of inspected veal for the three weeks under comparison was 9,200,000, 8,100,000 and 9,800,000 lbs., respectively.

Hog slaughter showed a gain of 8

000 lbs., compared with 35,200,000 lbs. in the previous week and 35,300,000 lbs. processed in 1950.

Sheep and lamb slaughter totaled 204,000 head compared with 192,000 in the previous week and 223,000 in the week a year ago. Production of lamb and mutton in the three weeks under comparison amounted to 9,400,000, 8,800,000 and 10,900,000 lbs., respectively.

Sausage Production Shows Increase During January Over Previous Month

January sausage production totaled 98,624,000 lbs., an advance of 2,225,000 lbs. over the previous month, but 4,226,000 lbs. below January 1950, according to the U. S. Department of Agriculture statistics on meats and meat food products prepared and processed under federal inspection. This increase in output

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended February 17, 1951, with comparisons

Week Ended	Beef		Veal		Pork (excl. lard)		Lamb and Mutton		Total Meat Prod.
	Number	Prod. mil. lb.	Number	Prod. mil. lb.	Number	Prod. mil. lb.	Number	Prod. mil. lb.	
Feb. 17, 1951.....	227	124.6	97	9.2	1,038	146.4	204	9.4	289.6
Feb. 10, 1951.....	235	129.7	84	8.1	900	133.4	192	8.8	281.8
Feb. 18, 1950.....	238	130.6	100	9.8	1,035	138.0	223	10.9	290.3

AVERAGE WEIGHTS (LBS.)

Week Ended	Cattle		Calves		Hogs		Sheep and Lambs		LARD PROD.	
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed	Per 100 mil. lbs.	Total mil. lbs.
Feb. 17, 1951.....	1,010	540	170	95	251	141	90	46	14.3	37.4
Feb. 10, 1951.....	1,012	552	175	97	248	139	88	46	14.7	35.2
Feb. 18, 1950.....	1,005	549	177	98	257	133	104	49	14.4	35.3

than the 289,000,000 lbs. recorded for the same week in 1950.

Cattle slaughter slumped to 227,000 head from the 235,000 reported a week earlier and was 5 per cent below the 238,000 head killed in the corresponding period a year ago. Estimated beef production dropped to 125,000,000 lbs. in comparison with the 130,000,000-lb. output the week before and the 131,000,000 lbs. produced in the 1950 week.

per cent from a week earlier as the number killed rose above the million mark. The total of 1,038,000 head for the week ending February 17 compared with 960,000 a week earlier and 1,035,000 head a year earlier. Pork output of 146,000,000 lbs. bettered the 133,000,000 lbs. produced in the preceding week and also the 138,000,000 lbs. reported for the week a year earlier. Lard production amounted to 37,400,

TWO-WAY PRICE MOVEMENT IMPROVES MARGINS

(Chicago costs and credits, first three days of week.)

Prices paid for hogs declined steadily this week at Chicago following last week's record high. At the same time, pork moved at advanced levels over a week earlier. Margins, therefore, improved considerably. Light and medium hogs both regained plus cutting results.

This test is computed for illustrative purposes only. Each packer should figure his own test, using actual costs, credits, yields and realizations. The values reported here are based on available Chicago market figures for the first three days of the week.

—150-220 lbs.—					—220-240 lbs.—					—240-270 lbs.—				
Pct. live wt.	Price per lb.	Value		Pct. live wt.	Price per lb.	Value		Pct. live wt.	Price per lb.	Value		Pct. live wt.	Price per lb.	Value
		per cwt.	per cwt.			per cwt.	per cwt.			per cwt.	per cwt.			per cwt.
Skinned hams	12.7	53.3	\$ 6.77	\$ 9.65	12.7	53.1	\$ 6.74	\$ 9.40	13.0	52.6	\$ 6.64	\$ 9.52	13.0	52.6
Picnics	5.7	37.7	2.15	3.05	5.5	36.7	2.02	2.83	5.4	36.1	1.95	2.67	5.4	36.1
Boston butts	4.3	43.9	1.89	2.68	4.1	43.5	1.82	2.58	4.1	40.0	1.64	2.28	4.1	40.0
Loins (blade in)	10.2	47.1	4.80	6.88	9.9	45.2	4.48	6.28	9.7	40.1	3.89	5.38	9.7	40.1
Lean cuts			\$15.61	\$22.36			\$15.06	\$21.04			\$14.32	\$19.85		
Bellies, S. P.	11.1	33.5	3.72	5.33	9.6	32.7	3.14	4.42	4.0	27.3	1.09	1.50	4.0	27.3
Bellies, D. S.					2.1	22.5	.47	.68	8.6	22.5	1.03	2.70	8.6	22.5
Fat backs					3.2	13.5	.45	.61	4.6	13.8	.64	.80	4.6	13.8
Plates and jowls	2.9	15.6	.45	.66	3.1	15.6	.48	.65	3.5	15.6	.55	.75	3.5	15.6
Raw leaf	2.3	17.4	.40	.56	2.2	17.4	.38	.54	2.2	17.4	.38	.54	2.2	17.4
P.S. lard, rend. wt.	13.0	18.3	2.54	3.64	12.4	18.3	2.27	3.17	10.4	18.3	1.90	2.66	10.4	18.3
Fat cuts & lard			\$ 7.11	\$10.19			\$ 7.17	\$10.07			\$ 6.49	\$ 9.04		
Spareribs	1.6	36.8	.59	.85	1.6	32.1	.52	.73	1.6	23.0	.37	.51	1.6	23.0
Regular trimmings	3.3	26.5	.88	1.25	3.1	26.5	.82	1.12	2.9	26.5	.77	1.09	2.9	26.5
Feet, tails, etc.	2.0	12.2	.24	.35	2.0	12.2	.24	.34	2.0	12.2	.25	.34	2.0	12.2
Offal & misc.			1.10	1.57			1.10	1.54			1.10	1.55		
TOTAL YIELD & VALUE	70.0		\$25.53	\$36.47	71.5		\$24.91	\$34.84	72.0		\$23.30	\$32.36	72.0	
Cost of hogs			\$23.83				\$23.21				\$22.63			
Condemnation loss			.12				.12				.11			
Handling and overhead			1.15				1.01				.91			
TOTAL COST PER CWT.			\$24.00	\$35.14			\$24.34	\$34.04			\$23.65	\$33.26		
TOTAL VALUE			25.53	36.47			24.91	34.84			23.30	32.36		
Cutting margin			1.53	1.33			0.57	0.80			0.65	0.90		
Margin last week			.35	.50			.77	1.07			2.16	3.00		

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—JANUARY, 1951, WITH COMPARISONS

	1951*	1950
Placed in cure—		
Beef	9,150,000	9,428,000
Pork	304,750,000	302,097,000
Other	495,000	.....
Smoked and/or dried—		
Beef	4,428,000	4,275,000
Pork	304,750,000	302,097,000
Cooked meat—		
Beef	5,213,000	2,580,000
Pork	32,160,000	50,362,000
Other	206,000	.....
Sausage—		
Fresh finished	18,985,000	22,535,000
To be dried or semi-dried	9,897,000	8,913,000
Frank, winners	32,115,000	.....
Other, smoked or cooked	38,127,000	74,402,000
Total sausage	98,624,000	102,550,000
Loaf, head cheese, chilli, jellied products	13,557,000	13,584,000
Steaks, chops, roasts	74,945,000	.....
Bouillon cubes, extract	231,000	.....
Sliced bacon	53,490,000	50,914,000
Sliced, other	1,938,000	.....
Hamburger	2,302,000	.....
Miscellaneous products	8,590,000	8,800,000
Lard, rendered	213,277,000	204,334,000
Lard, refined	125,606,000	134,559,000
Oil stock	7,920,000	8,895,000
Edible tallow	6,704,000	5,495,000
Rendered pork fat—		
Rendered	9,564,000	11,158,000
Refined	5,980,000	5,544,000
Compound containing animal fat	28,165,000	19,569,000
Oleomargarine containing animal fat	2,198,000	1,520,000
Total†	1,161,280,000	1,113,403,000

*Totals for December 31, 1950 through January 27, 1951.

†This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

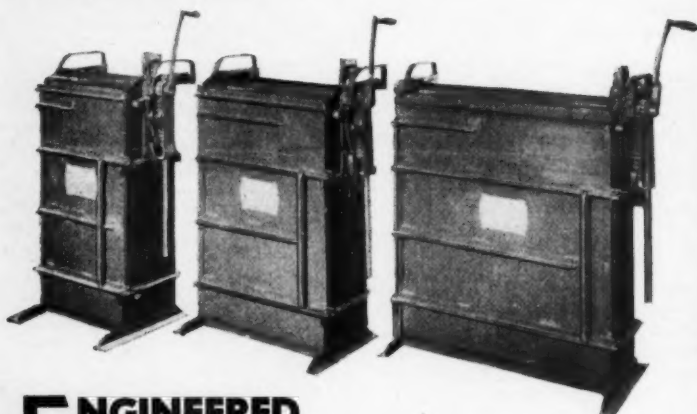
reversed the previous month's reduced production.

The upswing in meat canning started in October was continued through the month of January, with 1,328,000 lbs. more product canned in over 3-lb. containers and 11,320,000 lbs. more placed in the smaller than 3-lb. sizes.

Although bacon slicing operations declined 229,000 lbs. during January, this was considerably less than the 16,726,000-lb. drop in output reported a month earlier. The current month's total of 53,490,000 lbs. was also smaller than that of the same month in 1950, when

SAVE BALE SELL

Waste Paper!



ENGINEERED ECONOMY

Since 1930

3 SIZES—BALES FROM 100-350 LBS.

SAVE HUNDREDS OF DOLLARS ANNUALLY!

Everything America produces, including war supplies, moves to its destination protected in paper . . . the need for your waste paper now becomes urgent as the U.S. calls for stepped-up mobilization, and your support!

Saving and baling your waste paper in one of these KEEBLER BALERS is cash in your pocket! Even the smaller plant can realize hundreds of dollars annually from the sale of baled paper! KEEBLER Waste Paper Baling Presses are fire-proof wastebaskets that take up so little space that no plant is too small to accommodate one. Sturdily built of heavy reinforced sheet steel. There is always a ready market for baled paper and rags . . . on February 15th baled paper was being bought for \$20.00 a ton. Write today for prices and specifications!

INQUIRIES INVITED FROM SUPPLIERS!

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EXCLUSIVE CHICAGO REPRESENTATIVE FOR R. T. RANDALL & CO.

6,424,000 lbs. more bacon were sliced. January loaf production dropped 193,000 lbs. in January, declining to 13,557,000 lbs. This volume of product prepared was slightly below that of a year earlier when 13,584,000 lbs. of loaves was turned out.

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN JANUARY, 1951

	Slicing and in- stitutional sizes (3 lbs. or over)	Consumer packages or shelf sizes (under 3 lbs.)
Luncheon meat	23,861,000	15,659,000
Canned hams	19,581,000	859,000
Corned beef hash	1,019,000	8,379,000
Chili con carne	1,319,000	9,229,000
Viennas	261,000	4,200,000
Frankos, wieners in brine	4,000	2,974,000
Deviled ham	1,000	510,000
Other potted or deviled meat food products	60,000	3,555,000
Tamales	135,000	3,104,000
Sliced dried beef	48,000	401,000
Liver product	151,000	188,000
Meat stew (all products)	8,707,000	8,707,000
Spaghetti meat products	212,000	5,070,000
Tongue (other than pickled)	562,000	395,000
Vinegar pickled products	1,353,000	1,586,000
Bulk sausage	59,000	2,004,000
Hamburger, roasted or cured beef, meat and gravy	602,000	3,468,000
Soups	1,191,000	44,435,000
Sausage in oil	244,000	182,000
Tripe	709,000	709,000
Brains	335,000	335,000
Bacon	48,000	1,415,000
All other meat with meat and/or meat by-pro- ducts—20% or more	189,000	11,354,000
Less than 20%	84,000	9,336,000
Total	50,978,000	138,435,000

MEAT EXPORTS-IMPORTS

The U.S. Department of Agriculture report of meat exports and imports during December is shown below:

	December 1950	December 1949
EXPORTS (domestic)		
Beef and veal—		
Fresh or frozen	159,014	374,354
Pickled or cured	541,789	1,882,524
Pork—		
Fresh or frozen	397,121	436,046
Hams & shoulders, cured	1,247,298	1,024,283
Bacon	7,583,513	1,147,057
Other pork, pickled or salted	815,239	3,306,767
Mutton and lamb	14,132	56,405
Sausage, including canned and sausage ingredients	241,138	509,888
Canned meats—		
Beef	89,715	312,163
Pork	360,014	659,834
Other canned meats ¹	102,467	824,234
Other meats, fresh, frozen or cured—		
Kidneys, livers, and other meats, n.e.s.	569,071	126,484
Lard, including neutral	28,726,698	54,310,736
Lard oil	23,614	23,614
Tallow, edible	281,974	1,094,358
Tallow, inedible	30,392,321	22,902,577
Grease stearin	660	660
Inedible animal oils, n.e.s.	110,200	88,084
Inedible animal greases and fats, n.e.s.	6,474,572	8,379,954
IMPORTS—		
Beef, chilled or frozen	5,223,609	8,674,720
Veal, chilled or frozen	197,462	425,860
Beef and veal, pickled or cured	413,081	202,042
Pork, fresh or chilled, and frozen	290,603	109,500
Hams, shoulders and bacon	2,464,408	529,958
Pork, other pickled or salted	4,323	30,490
Mutton and lamb	538,900	73,284
Canned beef	8,556,681	3,377,148
Tallow, edible	30	30
Tallow, inedible	248,640	255,020

¹Includes many items which consist of varying amounts of meat.

²Canned beef from Mexico not included in these statistics.

Take an interesting few minutes trip
Up and Down the Meat Trail.

MEAT and SUPPLIES PRICES CHICAGO

WHOLESALE FRESH MEATS CARCASS BEEF (L.C.I. prices)

Native steers—	Feb. 21, 1951	per lb.
Prime, 600/800	53½	@57
Choice, 500/700	53½	@54½
Choice, 700/900	53½	@54½
Good, 500/700	51	@53½
Commercial	45	@47
Cow, 500/800		
Can. & cat. cows,		
north., 350/up	45	@45½
Bologna bulls, 600/up	49	@50½

STEER BEEF CUTS 500-800 lb. Carcasses (L.C.I. prices)

Prime:		
Hinds and ribs	66	@69
Hindquarters	63	@67
Rounds	55	@57
Loins, trimmed	95	@1.05
Loins and ribs (sets)	90	@98
Forequarters	52	@55
Backs	59	@60
Chucks, square cut	55	@58
Ribs	80	@85
Briskets	45	@46
Naveles	30	@34
Choice:		
Hinds and ribs	62	@65
Hindquarters	59	@62
Rounds	55	@57
Loins, trimmed	92	@95
Loins and ribs (sets)	75	@80
Forequarters	50	@52
Backs	55	@56
Chucks, square cut	55	@55
Ribs	80	@80
Briskets	45	@46
Naveles	30	@34
Pates	31	
Hind shanks	26	
Fore shanks	37	
Bull tenderloins, 5/up	1.01	@1.06
Cow tenderloins, 5/up	1.01	@1.06

BEEF PRODUCTS (L.C.I. prices)

Tongues, No. 1, 3/up,	fresh or frozen	36½	@39
Tongues, No. 2, 3/up,	fresh or frozen	34	@36
Brains		7	
Hearts		37	@39
Livers, selected		69	@62
Livers, regular		52	@53½
Tripe, scalded		14	@15½
Tripe, cooked		15	@15½
Lips, scalded		19½	
Lips, unsalted		18½	
Lungs		10	@11½
Melts		10	@11
Udders		8	@9

BEEF HAM SETS (L.C.I. prices)

Knuckles, 6 lbs. up,		64	@66
boneloss			
Insides, 12 lbs. up		64	@66
Outsides, 8 lbs. up		62	@64

FANCY MEATS (L.C.I. prices)

Beef tongues, corned	41	
Venil breads, under 6 oz.	76	
6 to 12 oz. up	86	
12 oz. up	93	
Calf tongues	31	@33
Lamb fries	77	
Ox tails, under ¾ lb.	31	
Over ¾ lb.	31	

WHOLESALE SMOKED MEATS (L.C.I. prices)

Hams, skinned, 14/16 lbs.,	wrapped	58	@63
Hams, skinned, 14/16 lbs.,	ready-to-eat, wrapped	60	@64½
Hams, skinned, 16/18 lbs.,	wrapped	56	@62
Hams, skinned, 16/18 lbs.,	ready-to-eat, wrapped	59	@63
Bacon, fancy trimmed, brisk-	et off, 8/10 lbs.,		
wrapped		47	@49½
Bacon, fancy, square cut,	seedless, 12/14 lbs.,		
wrapped		43	@47½
Bacon, No. 1 sliced, 1-lb.			
open-faced layers		51	@55½

VEAL—SKIN OFF Carcass (L.C.I. prices)

Choice, 80/150	56	@57
Good, 80/150	52	@54
Good, 80/150	54	@56
Commercial, 50/80	49	@51
Commercial, 80/150	51	@53
Utility, all weights	43	@46

CARCASS LAMBS (L.C.I. prices)

Choice, 30/50	56	@57
Good, 30/50	55	@56
Commercial, all weights	52	@55

CARCASS MUTTON (L.C.I. prices)

Good, 70/down		
Commercial, 70/down		
Utility, 70/down		

FRESH PORK AND PORK PRODUCTS (L.C.I. prices)

Hams, skinned, 10/16 lbs.,	53½	@54½
Pork loins, regular,		
12/down	49	
Pork loins, boneless	64	@65
Shoulders, skinned, bone		
in, under 16 lbs.	39½	
Picnics, 4/8 lbs.	39	
Picnics, 6/8 lbs.	38	
Boston butts, 4/8 lbs.	45½	@45½
Tenderloins, fresh	81	@83
Neck bones	12	@12½
Livers	26½	@27½
Brains, 10 lb. pails	17½	@18
Ears	15½	@16
Snouts, lean in	12½	@13½
Feet, front	8½	@9

SAUSAGE MATERIALS—FRESH (L.C.I. prices)

Pork trim., regular	28	@29
Pork trim., guar. 50% lean	30	@31
Pork trim., spec. 85% lean	48	@49½
Pork trim., ex. 95% lean	50	
Pork cheek meat, trimmed	40	@40½
Bull meat, boneless		61
Bon'k cow meat, f.c. C.U.	58	@60
Beef trimmings, 85-90%	52	@52½
Cow chucks, boneless	60	@61
Beef head meat	42½	@43
Beef cheek meat,trand.	42½	@43
Shank meat	57	@57½
Veal trimmings, boneless	54	@56

SAUSAGE CASINGS (F.O.B. Chicago)

(L.C.I. prices quoted to manufacturers of sausage.)		
Beef casings:		
Domestic rounds, 1½ to		
1½ in.,	75	@85
Domestic rounds, over		
1½ in., 140 pack	1.10	@1.25
Export rounds, wide,		
over 1½ in.	1.55	@1.70
Export rounds, medium,		
1½ to 1½	1.05	@1.25
Export rounds, narrow,		
1 in. under	1.25	@1.40
No. 1 weasands,		
24 in. up	14	@15
No. 1 weasands,		
22 in. up	8	
No. 2 weasands,		
Middles, sewing, 1½		
2 in.	1.45	@1.55
Middles, select, wide,		
26@2½ in.	1.60	@1.70
Middles, select, extra,		
2½@2½ in.	1.90	@2.10
Middles, select, extra,		
2½ in. & up	2.40	@2.85
Beef bungs, export,		
No. 1	34	@35
Beef bungs, domestic		26
Dried or salted bladders,		
per piece:		
12-15 in. wide, flat	25	@26
10-12 in. wide, flat	14	@17
8-10 in. wide, flat	5	@8
Pork casings:		
Extra narrow, 29		
mm. & dn.	4.45	
Narrow, mediums,		
29@32 mm.	4.15	@4.35
Medium, 32@35 mm.	3.30	@3.45
Spe. med., 35@38		
mm.	2.70	@2.80
Wide, 38@43 mm.	2.60	@2.70
Export bungs, 24 in. cut	31	@34
Large prime bungs,		
34 in. cut	20	@21
Medium prime bungs,		
34 in. cut	15	@17
Small prime bungs,		
Middles, per set,		11
cap off	53	@70

DRY SAUSAGE (L.C.I. prices)

Cervelat, ch. hog bungs,	1.02	@1.05
Thuringer	85	@71
Farmer		84
Holsteiner		84
B. C. Salami	96	@97
B. C. Salami, new con.		29
Genous style salami, ch.	98	@1.00
Pepperoni		90
Mortadella, new condition.		96
Italian style hams		80

IT PAYS TO DEPEND ON Glidden

Pacemaker in Soya Research

... FOR THE FINEST SOYA
INGREDIENTS FOR MEAT PRODUCTS

NEW
LECITHINATED
BINDERS
OFFER YOU
PROVED
ADVANTAGES!

SOYALOSE FLOURS

No. 103 and No. 105

Low fat types of soya flour containing fat in form of Lecithin; pure vegetable products—over 50% protein—mild in flavor—light in color.

SOYABITS

No. 20-3 and No. 40-3

Low fat types of soya grits containing fat in the form of Lecithin; pure vegetable products—over 50% protein—mild in flavor—light in color.

- ★ Increased yield due to reduced shrinkage in smoking and cooking operation
- ★ Emulsify and retard oxidation
- ★ Reduce dusting
- ★ Produce juicy and smooth-slicing sausages



DOG FOOD INGREDIENTS

A variety of ingredients are produced by Glidden. Samples are available to enable you to select the type which is just right for your particular formula. Write for a set!

CERTIFIED FOOD COLORS

Glidden Certified Food Colors are scientifically processed to maintain uniformity.

The most advanced methods and equipment are used in processing Glidden soybean ingredients for the meat industry. That's why more and more packers are standardizing on Glidden products for all their soya requirements. The complete facilities of our Technical Service Department are available at all times to help you answer any specific problem you might have in connection with the use of soya ingredients in any formula. Write today!



The Glidden Company

SOYA PRODUCTS DIVISION

1825 N. Laramie Avenue • Chicago 39, Illinois

NOW you can produce



*"Sausage at its Best
in its Natural Dress"*

with
A. Dewied
SELECTED NATURAL
HOG AND SHEEP CASINGS

A. DEWIED Selected Natural Hog and Sheep Casings are inspected for uniform size, length and strength... expertly cleaned . . . pressure-tested. They give sausage the smooth, well-filled appearance and "naturally fine" eating quality your customers like!



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CLEANING { SACRAMENTO: Broderick, Calif. Phone Gilbert 3-6297
PLANTS { LOS ANGELES: 3399 E. Vernon. Phone LA fayette 7180

B-16 Electric Meat Cutter

In a class by itself, greatest capacity of any meat cutting saw of its type. Takes cuts up to 18" high, 15 1/2" wide. 1 1/2 h.p. motor; plenty of power for large splitting and breaking operations.

Designed from the "Butcher's Angle"

**Butcher
Boy**

Meat Cutters and Choppers

Make any comparison you like—in performance, in capacity, in endurance, in ease of maintenance—and you will discover why Butcher Boy meat cutters and choppers have achieved un-contested pre-eminence in the meat processing field.



Write for illustrated specification sheets to nearest office of U.S. Slicing Machine Co., Inc., or to

Lasar
Manufacturing Company
2540 East 114th Street
Los Angeles 2, Calif.

← B-56 & B-56 HEAVY-DUTY CHOPPERS

B-56 capacity: 3500-4500 pounds per hour; 6 h.p. motor. B-56 capacity: 4500-5500 pounds per hour; 7 1/2 h.p. motor.

DOMESTIC SAUSAGE

(L.e.l. prices)	
Pork sausage, hog casings.48	@52
Pork sausage, bulk	42
Frankfurters, sheep cas.	55
Frankfurters, hog cas.	53
Frankfurters, skinless	50
Bologna	50
Bologna, artificial cas.	47
Smoked liver, hog bungs	48
New Eng. lunch, spec.	65
Knock lunch, spec., ch.	54
Tongue and blood	48
Blood sausage	41
Souse	87
Polish sausage, fresh	50 1/2
Polish sausage, smoked	55

SPICES

(Basis Chgo., orig. bbls., bags, bales)	Whole	Ground
Allspice, prime	34	38
Resitit	35	39
Chili powder	40	40
Chili pepper	39	39
Cloves, Zanzibar	59	65
Ginger, Jam., unbl.	75	84
Ginger, African	59	64
Cochin	..	..
Mace, fcy. Banda	..	..
East Indies	1.02	1.02
West Indies	1.32	1.32
Mustard, Sour, fcy.	25	25
No. 1	25	25
West India Nutmeg	72	72
Paprika, Spanish	58 1/2	58 1/2
Pepper, Cayenne	52 1/2	52 1/2
Red, No. 1	45	45
Pepper, Packard	2.22	3.37
Pepper, white	3.40	3.65
Malabar	2.23	2.30
Black Lampung	2.22	2.30

SEEDS AND HERBS

(L.e.l. prices)	Whole	Ground for Bana.
Caraway seed	23	23
Cuminos seed	55	51
Mustard seed, fancy	36	..
Yellow American	36	..
Marjoram, Chilean	..	39
Oregano	26	..
Coriander, Morocco	..	..
Natural No. 1	37	43
Marjoram, French	60	70
Sage, Dalmatian	..	..
No. 1	1.35@1.40	1.50@1.53

CURING MATERIALS

	Owt.
Nitrite of soda, in 425-lb. bbls., del. or f.o.b. Chgo.	\$ 9.89
Saltpeter, n. ton, f.o.b. N.Y.	..
Dbf. refined gran.	11.00
Small crystals	14.40
Medium crystals	15.40
Pure rfd., gran. nitrate of soda	5.25
Pure rfd., powdered nitrate of soda	unquoted
Salt, in min. car. of 50,000 lbs. only, paper sacked, f.o.b. Chicago:	Per ton
Granulated	\$31.40
Medium	27.80
Rock, bulk, 40 ton car, delivered Chicago	11.90
Sugar—	..
Haw, 96 basis, f.o.b.	..
New Orleans	6.30
Refined standard cane	..
gran., basis	8.05@8.25
Refined standard beet	..
gran., basis	7.85@8.05
Packers, curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	7.65
Dextrose, per cwt.	..
in paper bags, Chicago	7.04

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	February 20	February 20	February 20
STEER:			
Choice:			
500-600 lbs.	\$55.00@56.00	..	\$54.00@56.00
600-700 lbs.	54.00@55.00	\$54.00 only	53.00@55.00
Good:			
500-600 lbs.	54.00@55.00	54.00 only	54.00@55.00
600-700 lbs.	53.00@54.00	53.00 only	53.00@54.00
Commercial:			
500-600 lbs.	52.00@53.00	53.00 only	51.00@53.00
COW:			
Commercial, all wts.	47.00@48.00	48.00@50.00	48.00@50.00
Utility, all wts.	45.00@47.00	45.00@48.00	45.00@48.00
FRESH CALF:	(Skin-Off)	(Skin-On)	(Skin-Off)
Good:			
200 lbs. down	56.00@58.00	..	58.00@60.00
Commercial:			
200 lbs. down	54.00@55.00	..	54.00@56.00
FRESH LAMB (Carcass):			
Choice:			
40-50 lbs.	55.00@56.00	57.00@60.00	56.00@57.00
50-60 lbs.	54.00@55.00	55.00@57.00	55.00@56.00
Good:			
40-50 lbs.	54.00@56.00	56.00@57.00	56.00@57.00
50-60 lbs.	53.00@54.00	54.00@56.00	55.00@56.00
Commercial, all wts.	52.00@54.00	54.00@56.00	53.00@54.00
Utility, all wts.	..	50.00@54.00	48.00@49.00
MUTTON (EWE):			
Good, 70 lbs. dn.	..	33.00@40.00	..
Commercial, 70 lbs. dn.	..	34.00@38.00	..
Utility, 70 lbs. dn.	..	33.00@36.00	..
FRESH PORK CARCASSES: (Packer Style)		(Shipper Style)	(Shipper Style)
120-160 lbs.	36.00@37.00	36.00 only	33.00@34.00
FRESH PORK CUTS No. 1:			
LOINS:			
8-10 lbs.	50.00@52.00	56.00@58.00	51.00@53.50
10-12 lbs.	50.00@52.00	54.00@56.00	51.00@53.50
12-16 lbs.	49.00@51.00	52.00@54.00	50.00@51.00
PICNICS:			
4-8 lbs.	..	40.00@42.00	(Smoked)
PORK CUTS No. 1: (Smoked)		(Smoked)	(Smoked)
HAM, Skinned:			
12-16 lbs.	54.00@58.00	58.00@62.00	60.00@63.00
16-20 lbs.	53.00@58.00	58.00@60.00	59.00@60.00
BACON, "Dry Cure" No. 1:			
6-8 lbs.	48.00@52.00	52.00@54.00	49.00@51.00
8-10 lbs.	44.00@48.00	48.00@50.00	45.00@49.00
10-12 lbs.	44.00@48.00	..	45.00@49.00
LARD, Refined:			
Tierces	21.50@22.50	..	23.00@23.50
50 lb. cartons & cans	22.00@23.00	22.00@24.00	..
1 lb. cartons	22.25@24.00	24.00@26.00	23.50@24.00

THE FOWLER CASING CO. LTD.

For 30 Years the Largest Independent Distributors of
QUALITY AMERICAN HOG CASINGS

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8 MIDDLE ST., WEST SMITHFIELD, LONDON E. C. 1, ENGLAND
(Cables: Effsaeco, London)

cleaver
action

KENTMASTER



KENTMASTER duplicates the work-
ing of a cleaver in the hands of
a top notch beef splitter.

it actually feeds into the cut

doing faster, more accurate split-
ting and reducing worker fatigue.

KENTMASTER MFG. CO., 3000 HYDE PARK BLVD., LOS ANGELES 43, CALIF.

"HONEY SWEET"
SUGAR CURE

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The AFRAL sugar cure has a specially prepared liquid sugar base
Laboratory controlled to insure uniformity
Contains all the necessary curing ingredients . . . saves labor costs
Produces that grand old flavor and lasting color.

AFRAL CORPORATION

1933 SOUTH HALSTED STREET

CHICAGO 8, ILLINOIS



"ARKELENE" and "ARKELENE-K" LIVER BAGS

These two newly designed liver bags are the result of continuous experimentation and development and are the newest, most scientific approach to more effective product protection.

Whether "Arkelene" plastic film bags or "Arkelene-K" laminated crinkled Kraft paper bags are specified, these new bags will favorably impress your customers.

Clean, convenient and economical—specially designed for drained and hot livers—these bags will not adhere to the product and are ideal for preserving the taste and quality of meat during shipping and storage. Prevent absorption of foreign odors or flavors and mold growth. Safeguard against product contamination or disintegration.

Write, without obligation, for further information relative to your specific requirements.

ARKELL SAFETY BAG COMPANY
10 EAST 40th STREET, NEW YORK 16, N. Y.
6345 WEST 65th STREET, CHICAGO 38, ILL.

CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

F. O. B. CHICAGO OR CHICAGO BASIS			PICNICS Fresh or F.F.A.		
WEDNESDAY, FEBRUARY 21, 1951			4-6	38	38n
REGULAR HAMS			4-8 range ..	37½n	.....
Fresh or F.F.A.		S. P.	6-8	37	37n
8-10	51n	51n	8-10	37	37n
10-12	51n	51n	10-12	37	37n
12-14	50½n	50½n	12-14	37	37n
14-16	50n	50n	8/up, No. 2's	37	.....
BOILING HAMS			BELLIES		
Fresh or F.F.A.		S. P.	Fresh or Frozen		
16-16	50n	50n	6-8	33½@34	35@35½n
18-20	47½n	47½n	8-10	33½@34	35@35½n
20-22	46½n	46½n	10-12	33½@34	35@35½n
SKINNED HAMS			12-14	32@32½	33½
Fresh or F.F.A.		S. P.	14-16	29½@30	31@31½n
10-12	53@53½	53@53½n	16-18	24½@27	26@28½n
12-14	53	53n	18-20	24½@25½	26½@27n
14-16	52½@52¾	52½@52¾n	GR. AMN. D. S.		
16-18	50	50n	BELLIES		
18-20	49@50½	50@50½n	Clear		
20-22	49	49@50n	18-20	22@22½	23½
22-24	47@47½	47½n	20-25	22@22½	23½
24-26	47½	47½n	25-30	21@22	23
26-30	45@47	45@47n	30-35	21½@22	23½
25/up, No. 2's	44	44½	35-40	19½	21@21½
inc.	44	44½	40-50	18½	20½@21
OTHER D. S. MEATS			FAT BACKS		
Fresh or Frozen		Cured	Green or Frozen		
Reg. plates ..	17n	17n	6-8	13½n	13½
Clear plates ..	14n	14n	8-10	14½	14½
Square jowls ..	16@17	15½@16n	10-12	14½	15½
Jowl butts ..	15@16	13½@15½	12-14	14½n	15½
S. P. jowls ..	13½@14	.....	14-16	15n	16
			16-18	16½	16½@16½
			18-20	16½	16½@16½
			20-25	16½	16½@16½
			n—nominal.		

LARD FUTURES PRICES

MONDAY, FEBRUARY 19, 1951				
Open	High	Low	Close	
Mar. 19.85	19.85	19.85	19.85	
May 20.10	20.12½	19.90	19.95	
July 20.20	20.20	19.95	20.00n	
Sept. 20.30	20.35	20.20	20.22½n	
Oct. 20.25	20.25	20.00	20.00n	
Sales: 5,480,000 lbs.				
Open interest at close Fri., Feb. 10th: Mar. 237, May 324, July 243, Sept. 163, Oct. 7; at close Sat., Feb. 17th: Mar. 246, May 335, July 246, Sept. 166 and Oct. 7 lots.				
TUESDAY, FEBRUARY 20, 1951				
Mar. 19.50	19.52½	19.47½	19.50b	
May 19.80	19.85	19.75	19.82½	
July 19.82½	19.90	19.80	19.90b	
Sept. 20.00	20.05	20.00	20.05b	
Oct. 19.90	.....	.....	19.90n	
Sales: 3,800,000 lbs.				
Open interest at close Mon., Feb. 19th: Mar. 223, May 344, July 246, Sept. 161 and Oct. 9 lots.				
WEDNESDAY, FEBRUARY 21, 1951				
Mar. 19.60	19.82½	19.55	19.70b	
May 19.87½	20.15	19.77½	19.85b	
July 19.92½	20.10	19.92½	20.00b	
Sept. 20.05	20.25	20.05	20.25	
Oct. ....	.....	.....	19.90n	
Sales: 1,640,000 lbs.				
Open interest at close Tues., Feb. 20th: Mar. 216, May 352, July 245, Sept. 156 and Oct. 10 lots.				
THURSDAY, FEBRUARY 22, 1951				
Holiday—Market Closed.				
FRIDAY, FEBRUARY 23, 1951				
Mar. 19.70	19.72	19.57	19.70n	
May 19.90	19.92	19.80	19.90	
July 19.97	20.05	19.85	20.05	
Sept. 20.10	20.17	20.02	20.12	
Oct. 19.85	.....	.....	19.85	
Sales: About 3,000,000 lbs.				
Open interest at close Wed., Feb. 21st: Mar. 218, May 350, July 245, Sept. 163 and Oct. 10 lots.				
n—naked. b—bid. n—nominal.				

WEEK'S LARD PRICES

P. S. Lard P. S. Lard			
Tierces	Loose	Raw	Leaf
Feb. 17 19.97n	18.25n	17.75n	
Feb. 19 19.65n	18.25b	17.75n	
Feb. 20 19.50b	18.25b	17.75n	
Feb. 21 19.75b	18.25n	17.75n	
Feb. 22 Holiday—Market	Closed		
Feb. 23 19.70n	18.25b	17.75n	
b—bid. n—nominal.			

CORN-HOG RATIO

The corn-hog ratio at Chicago for barrows and gilts during the week ended February 17 was 12.8, the same as a week earlier but slightly under the 13.0 ratio reported for the week of February 18, 1950. The U. S. Department of Agriculture based these ratios on No. 3 yellow corn selling for \$1.816, \$1.758 and \$1.314 per bu. during the three weeks, respectively. Barrows and gilts sold for \$23.28, \$22.44 and \$17.08 per cwt., respectively, in the three periods.

French Exports

A decision to prohibit exports of veal and to suspend 40 per cent customs duties on pork imports to allow limited importation of hogs and pork was announced by the French government recently. This plan was made after meat prices reached a high level in mid-January, but protests by producers have delayed action on it.

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$21.50
Refined lard, 50-lb. cartons, f.o.b. Chicago	21.75
Kettle rend., tierces, f.o.b. Chicago	22.50
Leaf, kettle rend., tierces, f.o.b. Chicago	22.50
Lard flakes	26.00
Neutral, tierces, f.o.b. Chicago	23.75
Standard Shortening "N. & S."	32.00
Hydrogenated Shortening "N. & S."	33.75

*Delivered.

STANcase

STAINLESS STEEL EQUIPMENT



MODEL NO. 18

Overall Dimensions:
47" x 26"
23" Height

Capacity
500 Lbs.

In addition to Model No. 18, illustrated, there are three other STANcase MEAT TRUCKS with capacities of: 1,200 lbs., 800 lbs., and 225 lbs. All are ruggedly constructed for lifetime service of stainless steel. Inside surfaces are polished and seamless. Generously rounded corners are provided for efficient maintenance of sanitary cleanliness. Specifications for component parts are of highest quality standards. WRITE FOR DESCRIPTIVE LITERATURE.

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Manufactured by

THE STANDARD CASING CO., INC.,

121 Spring St., New York 12



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USE Goldsmith's DICED SWEET PICKLE in your Loaves and Specialties

Give your Meat Loaves and Sausage Specialties real sales-winning taste appeal by simply adding GOLDSMITH'S DICED SWEET PICKLES to your present formulas. This low-cost sales-getter actually enhances the appearance of your meat products.

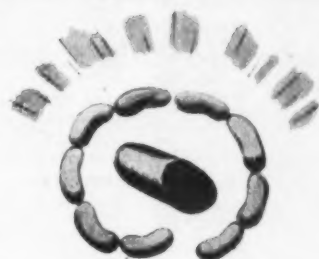
HIRAM CUKE also sez: Give your products new, distinctive appeal with Diced Sour and Dill Pickles . . . Sweet and Sour Chunks . . . Diced Red and Green Peppers.

Write today!

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PICKLE COMPANY

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Consumers prefer fuller color in meat!



... cure it with CEREOLOSE

MEAT PACKERS have discovered that CEREOLOSE®, pure dextrose sugar, produces finer sausage and sugar-cured meat products. Because...CEREOLOSE protects color and tenderness and enhances natural meat juices.

Full Technical Service, No Obligation

**CORN PRODUCTS
REFINING COMPANY**

17 Battery Place • New York 4, N. Y.

MEAT PRICES AT PHILADELPHIA

Prices paid for wholesale meats at the Philadelphia market on Tuesday, February 20, are shown in the following table. Prices are reported by the U. S. Department of Agriculture on a per cwt. basis.

Locally Dressed Meats

FRESH BEEF CUTS:

Choice:	
Chicago style round,	
no flank	\$60.00@63.00
Full loin, 75-90 lbs.	62.00@64.00
Full loin, 90-100 lbs.	62.00@64.00
Hip round, with flank	58.00@61.00
Pin bone loin, no flank,	
40/50	66.00@72.00
Short hip	70.00@72.00
Ribs (7 bone) 35-40.	65.00@70.00
Ribs (7 bone) 30-35.	65.00@70.00
Ribs (7 bone) kosher.	68.00@72.00
Arm chuck	54.00@55.00
Plate	33.00@35.00
Blacks, kosher	34.00@36.00
Brisket	42.00@44.00
Briskets, kosher	44.00@46.00

FRESH PORK CUTS, No. 1:

Loin, 8-10 lbs.	52.00@53.00
Loin, 10-12 lbs.	52.00@53.00
Loin, 12-16 lbs.	
Spareribs, 3/down	46.00@48.00
lbs.	
Skinned hams, 10-12	57.00@58.00
lbs.	
Skinned hams, 12-14	57.00@58.00
lbs.	
Semi-trimmed picnic,	
4-8 lbs.	42.00@43.00
Boston butts, 4-8 lbs.	51.00@52.00

Western Dressed Meats

FRESH BEEF CARCASSES:

Steer:	
Prime, 600-700 lbs.	
Prime, 700-800 lbs.	\$54.00@54.75
Choice, 600-700 lbs.	52.75@54.50
Good, 500-600 lbs.	51.00@52.50
Good, 600-700 lbs.	50.50@52.50
Commercial, 350-600	
lbs.	49.00@50.50
Utility, 350-600 lbs.	49.00@50.50
Cow, All Weights:	
Commercial	46.00@48.50
Utility	45.25@46.50

FRESH VEAL (Skin Off):

Choice, 80-110 lbs.	
Choice, 110-150 lbs.	
Good, 80-110 lbs.	55.00@57.00
Good, 110-150 lbs.	56.00@58.00

FRESH LAMB:

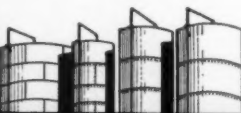
Choice, 35-45 lbs.	57.00@58.00
Choice, 45-55 lbs.	54.00@57.00

FRESH PORK CUTS:

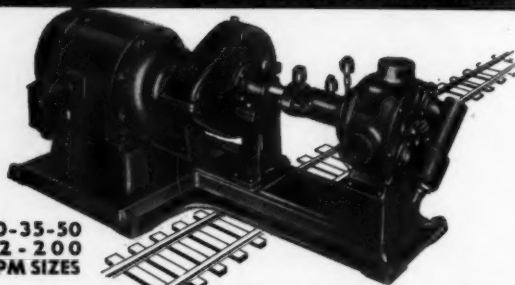
Loin, No. 1 (bladeless	
included)	
8-10 lbs.	48.00@50.00
10-12 lbs.	48.00@50.00
Boston butts, 4-8 lbs.	46.00@48.00
Regular picnic, 4-8	
lbs.	36.00@38.80
Spareribs, 3 lbs. down	46.00@43.00

THE NATIONAL PROVISIONER DAILY MARKET SERVICE coming to you every full trading day of the week will pay for itself many times over through the accurate, up-to-the-minute price information it contains.

VIKING



FULFILLS THE NEED FOR A COMPLETE LINE OF TOTALLY ENCLOSED, OUT-DOOR, SINGLE PUMPING UNITS



20-35-50
92-200
GPM SIZES

For fast, clean, loading and unloading of petroleum products and other liquids up to 11,000 S.S.U. Ideal for installing out of doors without protection of any kind. Reduce your pumping time with these big, rugged units. Built to take it.

OUTSTANDING FEATURES

1. A complete range of sizes. See capacities listed at left above.
2. New, oil-tight, cast iron gear case. No leakage.
3. Radial bearing for pump shaft on 200 gpm size. Bronze bushed bearing for smaller sizes.
4. Stainless steel pump shaft. No rusting.
5. Viking valve on pump head. (Optional)
6. Extra long stuffing box on pump. Leak resistant.
7. Speed and capacity range available for each size pump.
8. Five ball check grease cups. (Other style grease fittings optional.)



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Viking

PUMP COMPANY
Cedar Falls, Iowa



MARKET PRICES NEW YORK

WHOLESALE FRESH MEATS CARCASS BEEF

(L.C.I. prices) Feb. 21, 1951

Prime, 800 lbs./down	57	59
Choice, 800 lbs./down	53 1/2	57
Good	52	54
Cow, utility and commercial	44	48

BEEF CUTS

(L.C.I. prices)

Prime:		
Hinds and ribs,		
35/40 lbs.	85	@92
Rounds, N.Y. flank off.	58	@62
Hips, full	66	@72
Top sirloins	66	@74
Short loins, untrimmed.	85	@92
Ribs, 30/40 lbs.	75	@84
Chucks, non-kosher	53 1/2	@55
Briskets	46	@50
Flanks	28	@29

Choice:

Hinds and ribs	61	66
Rounds, N.Y. flank off.	58	61
Hips, full	64	68
Top sirloins	64	70
Short loins, untrimmed.	75	82
Chucks, non-kosher	53	54
Ribs, 30/40 lbs.	68	75
Briskets	46	50
Flanks	28	29

FRESH PORK CUTS

(L.C.I. prices)

Hams, skinned, 14/down.	53	55
Picnics, 4/8 lbs.	39 1/2	41
Bellies, aq. cut, seedless.	35 1/2	38
8/12 lbs.	46	48
Pork loins, 12/down	46	48
Boston butts, 4/8 lbs.	45	48
Spareribs, 3/down	41	43
Pork trim, regular	29	30
Pork trim, spec. 55%.	49	50 1/2

Choice:

Hams, regular, 14/down	56	@59
Hams, skinned, 14/down	56	@59
Skinned shoulders,		
12/down		
Picnics, 4/8 lbs.	39	@44
Pork loins, 12/down	48	@53
Boston butts, 4/8 lbs.	49	@52
Spareribs, 3/down	44	@48
Pork trim, regular	25	@30

FANCY MEATS

(L.C.I. prices)

Veal breads, under 6 oz.	80
6 to 12 oz.	1.00
12 oz. up	1.25
Beef kidneys	28
Beef livers, selected	80
Beef livers, selected, kosher	1.00
Lamb fries	65
Oxtails, over 1/2 lb.	38

WESTERN DRESSED MEATS AT NEW YORK

TUESDAY, FEBRUARY 20, 1951

All quotations in dollars per cwt.

BEEF:

STEER:

Prime:	
350-500 lbs.	None
500-600 lbs.	None
600-700 lbs.	\$57.00-59.00
700-800 lbs.	57.00-59.00

Choice:

350-500 lbs.	None
500-600 lbs.	53.50-57.00
600-700 lbs.	53.50-57.00
700-800 lbs.	53.50-57.00

Good:

350-500 lbs.	None
500-600 lbs.	52.00-54.00
600-700 lbs.	52.00-54.00

Commercial:

350-600 lbs.	None
600-700 lbs.	None

COW:

Commercial, all wts.	44.00-48.00
Utility, all wts.	44.00-47.00

VEAL—SKIN OFF:

Choice:	
80-110 lbs.	58.00-62.00
110-150 lbs.	58.00-62.00
Good:	
50-80 lbs.	None
80-110 lbs.	55.00-58.00
110-150 lbs.	55.00-58.00

DRESSED HOGS

(L.C.I. prices)

Hogs, gd. & ch., hl. on, lf. fat in	
100 to 135 lbs.	34 1/2 @ 34 1/2
137 to 155 lbs.	34 1/2 @ 34 1/2
154 to 171 lbs.	34 1/2 @ 34 1/2
172 to 188 lbs.	34 1/2 @ 34 1/2

LAMBS

(L.C.I. prices)

Choice lambs	53	65
Good lambs	52	60
Legs, gd. and ch.	66	70
Hindsides, gd. and ch.	61	68
Loins, gd. and ch.	60	68

MUTTON

(L.C.I. prices)

Good, under 70 lbs.	
Comm., under 70 lbs.	
Utility, under 70 lbs.	

VEAL—SKIN OFF

(L.C.I. prices)

		Western
Choice carcass	58	@60
Good carcass	55	@58
Commercial carcass	50	@54
Utility	48	@52

BUTCHERS' FAT

(L.C.I. prices)

Shop fat	7%
Breast fat	10
Edible suet	10 1/2
Inedible suet	10 1/2

CALIFORNIA STATE INSPECTED SLAUGHTER

State-inspected slaughter of livestock in California during January was reported as follows:

	No.
Cattle	24,808
Calves	10,754
Hogs	24,069
Sheep	10,498

Meat and lard production for January:

Sausage	3,631,542
Pork and beef	7,566,121
Lard and substitutes	370,746
Total	11,568,409

As of January 31, California had 109 meat inspectors. Plants under state inspection totaled 308 and plants under state approved municipal inspection totaled 98.

WESTERN DRESSED MEATS AT NEW YORK

TUESDAY, FEBRUARY 20, 1951

All quotations in dollars per cwt.

Commercial:

50-80 lbs.	52.00-56.00
80-110 lbs.	52.00-56.00
110-150 lbs.	52.00-56.00
Utility, all wts.	50.00-54.00

CALF—SKIN OFF:

No quotations.

LAMB:

Choice:	
30-40 lbs.	57.00-58.00
40-45 lbs.	56.00-58.00
45-50 lbs.	54.00-56.00
50-60 lbs.	51.00-54.00

Good:

30-40 lbs.	56.00-58.00
40-45 lbs.	54.00-57.00
45-50 lbs.	53.00-55.00
50-60 lbs.	50.00-52.00
Commercial, all wts.	50.00-54.00

MUTTON (EWE) 70 Lbs. Down:

Good	None
Commercial	None

PORK CUTS—CHOICE:

LOIN (Bladeless Incl.):	
8-10 lbs.	47.00-49.00
10-12 lbs.	47.00-49.00
12-16 lbs.	45.00-48.00

BUTTS, BOSTON STYLE:

4-8 lbs. 45.00-48.00

HAMS, SKINNED:

10-14 lbs. 53.00-55.00

SPARERIBS:

3 lbs. down 41.00-43.00

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KOCH FREE ENGINEERING SERVICE IS YOURS FOR THE ASKING

Let KOCH work with you on plans for modernizing . . . expanding . . . building. The whole meat industry looks forward to another period of peak demand. Get set for maximum production!

KOCH Engineers are ready to serve YOUR PARTICULAR NEEDS. Nobody's problems are exactly alike. Tell us what YOURS are. We will gladly make you individual plans and layouts. No cost or obligation whatever for this service.

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4. Layouts for overhead tracking.
5. Structural details, floor loadings, roof loadings, waste disposal.
6. Edible and inedible rendering equipment.
7. Help in planning processing departments, lard rendering, smokehouses, sausage departments.

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KOCH SUPPLIES

20TH & McGEE ST.
KANSAS CITY 8, MO.

POLYFILM is SHOCK-COOLED*

STRONGER

CLEARER

COSTS LESS

you get more
yards per pound



POLYFILM—Tensile Pull Strength: 1 in. x .002—4 lbs.



ORDINARY FILM—Tensile Pull Strength: 1 in. x .002—2¼ lbs.

*SHOCK-COOLING is an exclusive process (patents applied for) developed by Extruders Inc. to prepare molecules for cold orientation and set POLYETHYLENE for cold drawing.

POLYFILM QUALITIES

Low water absorption—low water vapor transmission—retains good physical properties from 170°F to -70°F—unusual transparency—high tensile pull strength—excellent electrical properties—high chemical resistance—inert—non toxic—tasteless—odorless—no plasticiser—no blocking—greaseproof—prints perfectly—heat sealable.

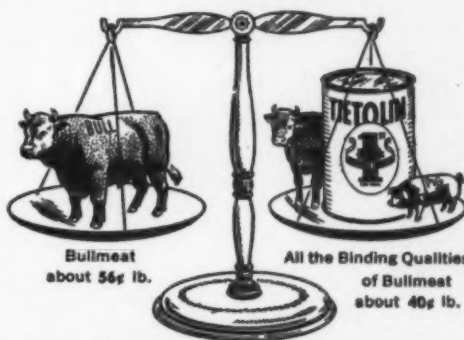
Write for booklet: "Polyfilm—Its Uses and Properties"

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POLYFILM COATING: Paper—Foil—Fabrics

Extruders INC. POLYFILM DIVISION
8509 HIGUERA STREET • CULVER CITY, CALIF.

All the Binding Qualities of Bullmeat

at about 16¢ less a pound



TIETOLIN

THE PERFECT ALBUMIN BINDER

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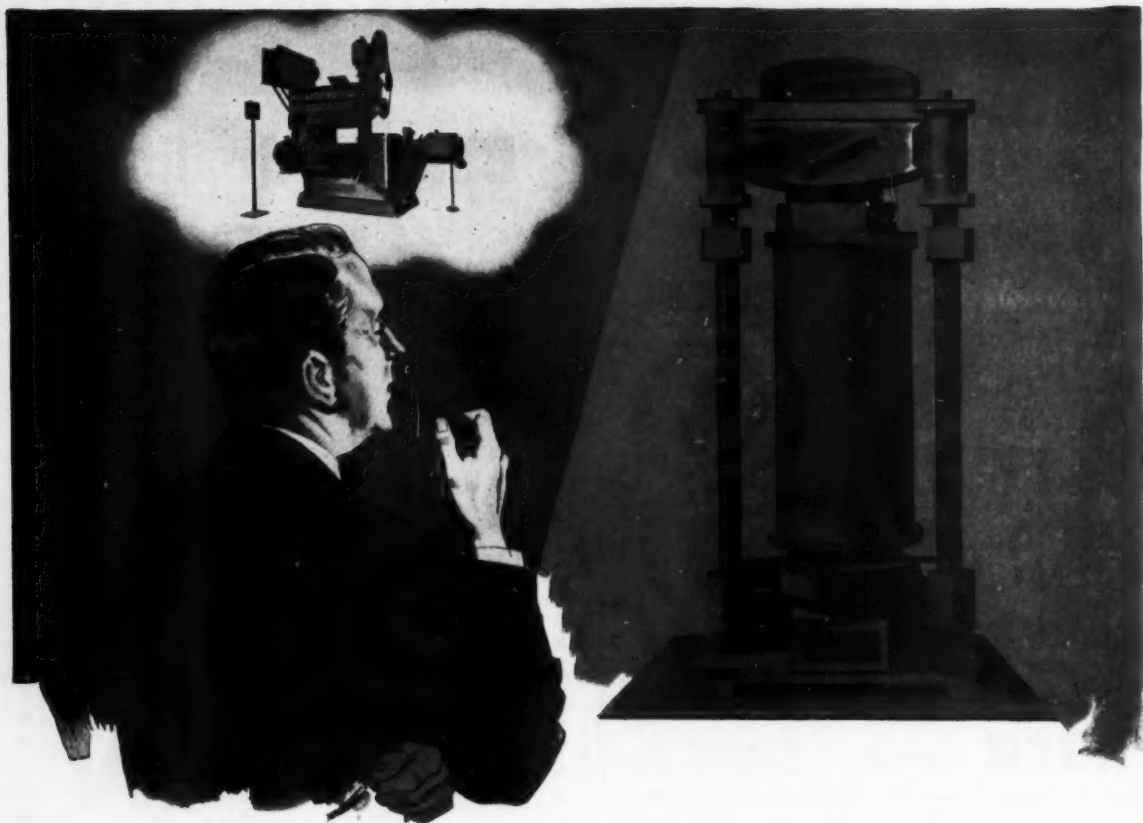
Top sausage makers have found the way to avoid those record-high bullmeat costs! They add TIETOLIN, "the perfect albumin binder" to cowmeat, beef and pork trimmings. They get the same binding qualities as bullmeat and still save about 16¢ a pound! TIETOLIN's no-cereal, no-gum, no-starch composition effectively prevents fat separation, reduces loss by shrinkage, eliminates air pockets, absorbs and holds moisture. You should know about TIETOLIN—it's an invaluable cost-cutting contribution to the art of sausage making today. Fully approved for use in Federal inspected plants. Write now for sample drum or leaflet P-71. There's only one TIETOLIN . . . and FIRST SPICE makes it!



FIRST SPICE

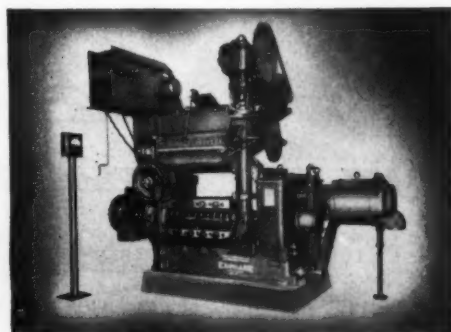
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If you have been thinking about replacing crackling equipment . . . if you have been thinking about getting the advantages that only Expeller owners have, you had better do it now. Materials are in short supply. Under present world conditions, we don't know what's going to happen on material curtailments or when they will take place. That's why we suggest that if you are contemplating new equipment, now is the time to bring your plant up to date with Anderson's Crackling Expellers*. You'll find Expellers the best investment you could possibly make in crackling equipment. They eliminate storage and aging of cakes, reduce fluff loss to a minimum and make cracklings with a higher unit-per-protein basis than any other equipment. If you expect to modernize your plant this year, better write immediately asking for the latest information on Anderson's Crackling Expeller.



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Only ANDERSON makes EXPELLERS

BY-PRODUCTS....FATS AND OILS

TALLOW AND GREASES

Thursday, February 22, 1951

The tallow and grease market was without reported activity the early part of this week. Contributing factors were the inequalities of the present ceiling prices, which left some producers with low price structures, and the reduced slaughter schedules in beef operations in some of the smaller plants.

Producers with more satisfactory ceiling prices, which includes a goodly percentage of the larger operations, were sold up on their productions, based on "sellers ceilings day of shipment." This combination of conditions and circumstances deprived the open market of most of its orderly activity.

Reports indicate that representatives of different segments of the industry are in Washington for the purpose of assisting in developing a uniform price structure on tallows and greases. In view of this, and expectations of informative announcements on the subject in the near future, sellers with low ceilings are inclined to wait for developments.

TALLOW: Thursday's quotations (carlots delivered usual consuming points) were: Edible tallow, 18% @ 19c; fancy, 17% @ 18% c; choice, 17% @ 18% c; prime, 17% @ 18% c; special, 16% @ 17% c; No. 1, 16% @ 17% c; No. 3, 15% @ 16% c, and No. 2, 15% @ 16% c.

GREASES: Thursday's quotations were: Choice white grease, 16% @ 18% c; A-white, 16% @ 17% c; B-white, 16% @ 17% c; yellow, 15% @ 17c; house, 15% @ 16c; brown, 14% @ 15% c, and brown (25 acid), 15% @ 15% c.

EASTERN BY-PRODUCTS MARKET

New York, February 21, 1951

Dried blood was quoted Wednesday at \$9.50 per unit of ammonia. Low test wet rendered tankage moved at \$9.50 per unit of ammonia, and high test tankage sold at \$9.25. Dry rendered tankage sold at \$1.90 per protein unit.

BY-PRODUCTS MARKETS

(Chicago, Wednesday, February 21, 1951)

Blood

	Unit Ammonia
*Unground, per unit of ammonia....	\$9.25 @ 9.50n

Digester Feed Tankage Materials

Wet rendered, unground, loose	
Low test	\$9.75n
High test	\$9.50
Liquid stick tank cars	5.75

Packinghouse Feeds

	Carlots, per ton
50% meat and bone scraps, bagged.....	\$120.00
50% meat and bone scraps, bulk.....	117.50
55% meat scraps, bulk.....	120.00
60% digester tankage, bulk.....	125.00
60% digester tankage, bagged.....	125.00
80% blood meal, bagged.....	160.00 @ 165.00
65% special steamed bone meal, bagged..	85.00

Fertilizer Materials

High grade tankage, ground, per unit ammonia	\$7.50
Hoof meal, per unit ammonia.....	7.50

Dry Rendered Tankage

	Per unit Protein
Cake	\$2.02 1/2 @ 2.10
Expeller	\$2.02 1/2 @ 2.10

Gelatine and Glue Stocks

Calf trimmings (limed)	\$2.50
Hide trimmings (green, salted)	1.75 @ 2.00
Cattle jaws, skulls and knuckles, per ton	65.00
Pig skin scraps and trimmings, per lb....	9 1/4

Animal Hair

Winter coil dried, per ton.....	\$105.00 @ 110.00
Summer coil dried, per ton.....	\$85.00 @ 90.00
Cattle switches, per piece.....	18 1/4 @ 14
Winter processed, gray, lb.....	9 @ 10
Summer processed, gray, lb.....	9 @ 10

n—nominal.
*Quoted delivered basis.

U. K. Exports and Imports of Fats and Oils in 1950

Imports of fats and oils by the United Kingdom in 1950 were reported by the Office of Foreign Agricultural Relations, in pounds, as follows (comparative 1949 figures are given in parentheses): Tallow, unrefined, 84,314,000 (68,107,000); tallow, refined, 37,640,000 (52,190,000); lard, 4,153,000 (77,496,000); cottonseed oil, unrefined,

VEGETABLE OILS

Wednesday, February 21, 1951

Trading in the crude vegetable oils markets continued very limited this week. The order establishing ceiling prices seems to have had the opposite effect of what most tradesmen expected since sellers generally refused to make offerings at the ceiling levels despite heavy buyer interest. All markets except corn oil and soybean oil were at a standstill this week.

CORN OIL: Most producers are apparently well sold up and disinterested in moving product at ceiling prices. However, a few tanks were moved this week, including several of February through April oil, at 24 1/2c, the ceiling price.

SOYBEAN OIL: The situation was confused last weekend by developments indicating weaker meal prices and the doubt by a few tradesmen that the oil ceiling price will hold. Conversely, some crushers believed that the ceiling can easily be obtained and may even be revised upward, or provisions of the price order modified, to allow increased profits. Sales were limited this week due to crushers' continued reluctance to offer product at ceiling (20 1/2c, Decatur) until they are sure meal will move at ceiling also. Light and scattered trades this week of February and May oil at ceiling, or ceiling at the time of shipment, were followed by increased offerings. Scattered sales of February through May were reported and also June and July, coupled, all at ceiling at the time of shipment.

PEANUT OIL: Product was offered at 27c, Southwest, but there was no interest expressed. Texas oil was offered but unsold at 26 1/2c.

COCONUT OIL: Activity in this

23,117,000 (27,574,000); soybeans and unrefined soybean oil, 8,366,000 (64,828,000); unrefined coconut oil, 38,967,000 (121,193,000); peanut oil, unrefined, 27,881,000 (unavailable).

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market died out late last week, and no trades were made this week. The price was quoted nominally at 21½@22c.

COTTONSEED OIL: The market was completely inactive this week, and product was quoted nominally at the ceiling levels—23¼c for Valley and Southeast and 24¼c for Texas oil.

Cottonseed oil futures quotations at New York were reported as follows:

MONDAY, FEBRUARY 19, 1951

	Open	High	Low	Close	Pr. Close
Mar.	*26.40	26.40	26.40	26.40	*26.40
May	26.40	26.40	26.40	26.40	26.40
July	26.40	26.40	26.40	26.40	26.40
Sept.	*26.01	26.00	26.02	26.00	*26.00
Oct.	*25.20	25.20	25.03	25.03	*25.30
Dec.	24.60	24.60	24.30	*24.26	24.80

Total sales: 108 lots.

TUESDAY, FEBRUARY 20, 1951

	Open	High	Low	Close	Pr. Close
Mar.	*26.40	26.40	26.40	*26.40	26.40
May	26.40	26.40	26.40	26.40	26.40
July	26.40	26.40	26.40	26.40	26.40
Sept.	*25.90	25.90	25.90	*25.80	26.00
Oct.	24.97	24.97	24.75	24.70	25.03
Dec.	*24.00	24.13	24.05	*24.00	*24.26
Jan.	*24.20			*23.50	

Total sales: 62 lots.

WEDNESDAY, FEBRUARY 21, 1951

	Open	High	Low	Close	Pr. Close
Mar.	*26.40	26.40	26.40	*26.40	26.40
May	26.40	26.40	26.40	26.40	26.40
July	26.40	26.40	26.40	26.40	26.40
Sept.	*25.90	25.90	25.56	*25.65	25.80
Oct.	*24.60	24.70	24.50	*24.20	24.70
Dec.	*24.00	24.06	23.75	*23.75	24.00
Jan.	*23.76			*23.60	23.50

Total sales: 115 lots.

*Asked. *Bid.

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Half of 1950 U.S. Lard Exports Sent to Europe

Lard exports by the United States decreased 24 per cent in 1950 from a year earlier, dropping to 466,084,000 lbs., but were almost three times the 1935-39 average of 165,636,000 lbs. The Office of Foreign Agricultural Relations reported that over 47 per cent of the 1950 shipments went to Europe, and of this quantity, 126,520,000 lbs. were sent to Western Germany. The 33,500,000 lbs. of lard sent to the Netherlands was over three times the 1949 exports, whereas the 31,528,000 lbs. sent to Austria was only 36 per cent of the 1949 poundage. Exports to the United Kingdom, at one time the major market for U. S. lard, dropped sharply from 70,336,000 lbs. in 1949 to only 28,000 lbs. in 1950. Cuba received 138,600,000 lbs. of lard in 1950, the largest amount sent to a North American country, while the largest quantity sent to a South American country was the 10,400,000 lbs. sent to Peru. Exports to Brazil decreased from 15,112,000 lbs. in 1949 to 70,000 lbs. in 1950.

U.S. Fats and Oils Trade

Exports of tallow and soybean oil increased considerably during December 1950 when compared with a year earlier, according to the Office of Foreign Agricultural Relations. Tallow exports

totalled 30,674,000 lbs., compared with 26,289,000 lbs. a year earlier, and soybean oil exports totalled 47,819,000 lbs., compared with 32,229,000 lbs. last year. During the same month, imports of coconut oil were three times as large as last year. Imports in December, 1950 totalled 18,719,000 lbs., compared with 6,015,000 lbs. received in this country during the same month of 1949.

VEGETABLE OILS

Wednesday, February 21, 1951

Crude cottonseed oil, carloads f.o.b. mills	
Valley	23¼*
Southeast	23¼*
Texas	23¼*
Corn oil in tanks, f.o.b. mills	24¼*
Soybean oil, Decatur	20½*
Peanut oil, f.o.b. Southern Mills	27a
Coconut oil, Pacific Coast	21½@22a
Cottonseed foots	
Midwest and West Coast	6@6½
East	6¼

*Ceiling price. a—asked. n—nominal.

OLEOMARGARINE

Wednesday, February 21, 1951

White domestic vegetable	35
White animal fat	35
Milk churned pastry	31@32
Water churned pastry	30@31

CHICAGO PROV. SHIPMENTS

Provision shipments by rail from Chicago, week ending February 17:

	Week Feb. 17	Previous week	Cor. Week 1950
Cured meats, pounds	15,047,000	5,183,000	15,041,000
Fresh meats, pounds	19,129,000	7,405,000	22,335,000
Lard, pounds	2,244,000	427,000	6,534,000

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HIDES AND SKINS

Hide market remains dormant—Details of conference held in Washington this week not revealed—Dollars and cents ceilings anticipated in next ten days—Outside markets quiet.

CHICAGO

PACKER HIDES: For all practical purposes about the only change in the hide market during the past week was that it brought packers one week closer to dollars and cents ceilings and complete regulations.

The market situation that has prevailed during the last three weeks was unchanged. Briefly, packers were prohibited from selling or shipping February hides by government regulations. Prior hides could be shipped or sold, but only at November price levels. Generally speaking, packers were neither selling or shipping and were content to wait until complete and final regulations have been issued.

On Monday and Tuesday of this week, government officials met with representatives of the hide and tanner interests, presumably to discuss all aspects of hide control. Details of the meeting were not made public, but it was intimated that the government presented, in somewhat of a preliminary

form, a draft of the regulations. After discussing the government's plan, leaders of the industry made suggestions; these were noted but whether they will be used or not was not made known. When the entire picture had been fairly well covered the meetings were ended and the government representatives withdrew to work on the final draft of the control bill.

It was thought that once the regulations were ready, higher OPS officials and then the legal department would have to approve them. Estimates on how long this would take varied, but it was known that there was considerable pressure from many directions to get the thing settled, so that both packers and tanners can get back on a more normal basis once again.

With the kill running on the light side, packer holdings were not too oppressive and they could always move hides through their own channels; however, some tanners were beginning to feel the pinch.

SHEEPSKINS: Light seasonal supplies, price confusion and a higher return from wool than from skins all contributed to an almost totally inactive sheepskin market.

The seasonal decline will probably

continue until about March 15, when it is estimated that a dollars and cents ceiling will be issued.

There was a small amount of trading in No. 1 shearlings at \$6, but clips and No. 2 and 3 shearlings were not traded. In the case of the clips it is more profitable to pull them. This is the off season for both the 2's and 3's. Pickled skins, notwithstanding their poor seasonal quality, were readily moved at the sellers' ceiling.

New interpretations in the wool market price freeze suggest the following situation: Wool prices are frozen for domestic buyers; however, if the buyer is covering government orders, price ceilings do not apply. This in part probably further explains the lack of clips on the open market. They are being pulled and the wool is being sold for government orders. From reports, "interiors," for the most part, are being held.

OUTSIDE AND WEST COAST SMALL PACKER: Activity in these markets was slightly improved over that of a week ago, but was still, for all practical purposes, at a standstill. The little trading reported was on a wide range of prices, being based as they were, on the individual packers' November high. If the packer had sold early in November the price differential was 2@3c below ceilings established later in the month.

As is more or less obvious, the sales were of January or prior hides (February hides cannot be sold) and in most cases were based on storage problems both from financial and physical aspects. No real action is anticipated until dollar and cents ceilings are set.

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CHICAGO HIDE QUOTATIONS

	PACKER HIDES		Cor. week
	Week ended	Previous Week	
	Feb. 20, 1951	Week	1950
Nat. str.	33 1/2 @ 37 1/2 n	33 1/2 @ 37 1/2 n	19 @ 20 1/2
Hvy. Texas str.	31	31	18 n
Hvy. butt. brand'd str.	31 n	31 n	18
Hvy. Col. str.	30 1/2 n	30 1/2 n	17 1/2 n
Ex. light Tex. str.	37 1/2 n	37 1/2 n	23
Brand'd cows.	34 @ 34 1/2 n	34 @ 34 1/2 n	19 1/2 n
H. nat. cows.	34 1/2 @ 35 n	34 1/2 @ 35 n	20 @ 21
Nat. bulls.	24 @ 24 1/2 n	24 @ 24 1/2 n	17
Brand'd bulls.	23 @ 23 1/2 n	23 @ 23 1/2 n	16
Calfskins, Nor.	77 1/2 @ 82 1/2 n	77 1/2 @ 82 1/2 n	61
Kips, Nor. nat.	60 n	60 n	45
Kips, Nor. brand.	57 1/2 n	57 1/2 n	42 1/2

CITY AND OUTSIDE SMALL PACKERS			
41-42 lb. av.	35 @ 37 n	35 @ 37 n	23 @ 23 1/2
50-52 lb. av.	33 @ 35 n	33 @ 35 n	19 @ 19 1/2
63-65 lb. av.	30 @ 32 n	30 @ 32 n	16 1/2 @ 17
Nat. bulls.	19 n	19 n	15 @ 14
Calfskins	60 @ 65 n	60 @ 65 n	40 @ 45 n
Kips, nat.	45 n	45 n	30 @ 35 n
Slunks, reg.	3.00 n	3.00 n	2.50 @ 3.00
Slunks, hris.	75 n	75 n	75 @ 1.00

All packer hides and all calf and kipskins quoted on trimmed, selected basis; small packer hides quoted selected, trimmed; slunks quoted flat.

COUNTRY HIDES

All weights				
50-52	28 @ 30 n	28 @ 30 n	17 1/2 @ 18	
Bulls	14 @ 15 n	14 @ 15 n	10 @ 12	
Calfskins	36 @ 38 n	36 @ 38 n	24 @ 26	
Kipskins	33 @ 35 n	33 @ 35 n	22 @ 23	

All country hides and skins quoted on flat trimmed basis.

SHEEPSKINS, ETC.

Phr. shearlings, No. 1	6.00 n	6.00 n	2.75 @ 2.85
Dry Pelts	52 @ 55 n	52 @ 55 n	.90
Horsehides, untrnd.	15.00 @ 16.00 n	15.00 @ 16.00 n	11.00 @ 11.50

n—nominal.

LIVESTOCK AT 64 MARKETS

A summary of receipts and disposition of livestock at 64 public markets during 1950, compared with 1949 totals and 1945-49 averages:

CATTLE (EXCLUDING CALVES)

	Total receipts	Local slaughter	Total shipments
Total, 1950	17,895,500	9,236,209	8,356,540
Total, 1949	18,828,446	9,622,804	8,914,436
5-year average (1945-49)	20,611,008	9,604,638	10,820,575

CALVES

	Total receipts	Local slaughter	Total shipments
Total, 1950	5,213,369	2,715,221	2,388,928
Total, 1949	5,740,611	3,214,481	2,406,593
5-year average (1945-49)	6,672,896	3,819,679	2,754,139

HOGS

	Total receipts	Local slaughter	Total shipments
Total, 1950	35,189,503	23,566,418	11,458,859
Total, 1949	33,118,468	22,101,211	10,874,788
5-year average (1945-49)	29,497,913	19,650,064	9,757,214

SHEEP AND LAMBS

	Total receipts	Local slaughter	Total shipments
Total, 1950	15,433,221	6,561,510	8,859,339
Total, 1949	15,945,310	6,921,706	8,932,060
5-year average (1945-49)	22,228,222	10,306,755	11,919,351

Note: Total receipts represent livestock movements at the specified markets including through shipments and direct shipments to packers when such shipments pass through the stockyards.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended February 17, 1951, were 4,523,000 lbs.; previous week, 3,939,000 lbs.; same week 1950, 5,789,000 lbs.; 1951 to date, 44,101,000 lbs.; corresponding period 1950, 41,502,000 lbs.

Shipments for the week ended February 17 totaled 3,513,000 lbs.; previous

WEEK'S CLOSING MARKETS

LIVESTOCK EXPORTS-IMPORTS

United States exports and imports of livestock during December were:

	Dec. 1950 No.	Dec. 1949 No.
EXPORTS (domestic)		
Cattle, for breeding	373	1,014
Other cattle	10	73
Hogs (swine)	44	38
Sheep	1,066	315
Horses, for breeding	160	25
Other horses	109	31
Mules, asses and burros	2,683	2,373
IMPORTS—		
Cattle, for breeding, free—		
Canada—		
Bulls	163	191
Cows	1,233	1,483
Cattle, other, edible (dut.)—		
Canada—		
Over 700 pounds (Dairy)	2,682	3,414
Other	14,692	20,917
200-700 pounds	16,258	12,267
Under 200 pounds	443	1,676
Hogs—		
For breeding, free	27	30
Edible, except for breeding (dut.) ¹	3	...
Horses—		
For breeding, free	7	33
Other (dut.)	319	254
Sheep, lambs, and goats, edible (dut.)	14,698	303

¹Excludes Newfoundland and Labrador for December, 1949.

²Number of hogs based on estimate of 200 pounds per animal.

week, 1,769,000 lbs.; corresponding week 1950, 3,634,000 lbs.; 1951 to date, 39,836,000 lbs.; corresponding period during the preceding year, 32,680,000 lbs.

FRIDAY'S CLOSINGS

Provisions

The live hog top at Chicago was \$23.25; the average, \$22.35. Provision prices were: Under 12 pork loins, 48; 10/14 green skinned hams, 53@53½; 4/8 Boston butts, 44½@45½; 16/down pork shoulders, 38½; 3/down spareribs, 37½@38; 8/12 fat backs, 14½@15½; regular pork trimmings, 27@28; 18/20 DS bellies, 23½; 4/6 green picnics, 38; 8/up green picnics, 37. P.S. loose lard was quoted at 18.25 bid; P.S. lard in tierces, 19.70 nominal.

Cottonseed Oil

Closing futures quotations at New York were: March, May and July, 26.40b; Sept. 25.59b, 25.65a; Nov. 24.10b, 24.35a; Dec. 23.40b, 23.58a; Jan. 23.20b, 23.58a. Sales were 106 lots.

b—bid. a—asked.

Great Britain Purchases Beef from France

The British Food Ministry announced recently that it has bought 8,200,000 lbs. of beef from France at about 25c per lb. to help relieve its severe meat shortage. It will be used for making sausage and meat pies.

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Inflation Prompts Armour to Build Up Working Capital; Earnings Good: Specht

ARMOUR AND COMPANY earnings held up in the first two months of the 1951 fiscal year and preliminary estimates for January indicate that the company will be able to report a fairly satisfactory first quarter, F. W. Specht, president, told stockholders at the annual meeting February 16. However, because of inflationary conditions, directors have decided to retain earnings in the business in order to build up working capital, he said.

The Armour president used a series of giant charts to show how the company's need for working capital, due to inflation, had prompted the directors to retain earnings in the business. Armour is in arrears on the \$6 prior preferred stock and has not paid dividends on the common since July 15, 1948.

One chart contrasted the average prices Armour paid for live animals in Chicago in January 1941, and January 1951. Cost of a 1,100-lb. steer was \$130.90 in January 1941, and \$375.10 last January. A 240-lb. hog went up from \$18.48 to \$48.89 and a 90-lb. lamb rose from \$9.15 to \$30.38.

These increased costs were the basis of the need for more working capital, Specht explained. A chart showed that although working capital increased from \$90,000,000 to \$168,000,000 in ten years, current liabilities of the company soared from \$32,000,000 to \$103,000,000 at the end of last October. Armour dollar sales have increased 118 per cent since 1941; yet tonnage has declined 3 per cent.

"Some people seem to have developed a fear psychology about using the word 'profit,'" Armour's president said in referring to the company's earnings. "They have succumbed to mental encirclement by certain small, loud and radical groups who have tried to make profit a horrid word.

"We believe profit is a good American word, and a fine American institution," he declared, pointing out that "profits are going to be needed desperately by American business to carry on research, increase production, pay dividends, provide payrolls and pay the taxes which keep the United States supplied with goods and with butter."

Stating that Armour and Company's 1950 food profits averaged less than a penny on a 5-lb. roast, Specht asserted that the meat industry should earn more rather than less profit in view of the service performed and that people who try to blame meat packers for contributing to inflation "must be either uninformed or malicious." He pointed out that the company's net earnings for 1950 amounted to 17/100ths of a cent per pound, or 48/100ths of a cent per dollar, on all food products sold.

Referring to Washington reports demanding "a rollback of the margins of meat packers so that consumers would have cheaper meat," the Armour president asked shareholders: "How far can

you roll back 17/100ths of a cent a pound? Talk about shaving the fuzz off a peach."

On meat price controls Specht said his company and other packers had advised Washington to increase livestock production and to avoid "artificial tampering with the free play of the market in a way which might decrease the supply through destroying incentives to produce.

"Our primary concern in our talks with the men in Washington was that there should be no return to the black market days. We want no situations like those in 1946. That year independent market surveys of eleven leading American cities showed that two-thirds of the meat purchased by investigators in retail stores was sold at over ceiling prices and that the average over-charge was 29 per cent. Through under-the-counter and around-the-back-fence deals, black markets were defeating the very purposes for which controls had been established.

"Here is a vivid example of what I mean. Because of the impact of the black market and artificially contrived controls, there were weeks in 1946 when Armour, in all of its plants, was able to slaughter only three to seven thousand head of cattle. Under normal seasonal circumstances we would have slaughtered 36,000 to 43,000 head. Livestock was available, but our buyers could never bid high enough. There were always other buyers, newcomers to the stockyards who represented black marketeers. They got the livestock and our plants were idle.

"One very serious aspect of the situation was the loss through black market slaughter of animal glands normally used for pharmaceutical manufacture."

"Now that price controls have been imposed, Armour is doing its level best to cooperate and make the system work," Specht said. The company is adjusting operations, he reported, with minimum dislocation to distributors and consumers.

OPS Preparing Markups for Wholesalers, Retailers

OPS intends to reissue the wartime markup regulation for food wholesalers and retailers within the next ten days, if possible, to replace the present freeze order as it applies to most distributors of food items, Edward F. Phelps, jr., assistant director, Office of Price Stabilization, said on February 17 in a speech before the National American Wholesale Grocers' Association. This approach, he explained, appears to be the most effective means of "paving the way for general stabilization." It would allow the price agency "to concentrate on tailoring and refining these generally acceptable methods of price control rather than to the lengthy job of creating a new kind of control," Phelps stated.

Clarify Contracts for Certain Wool Products and Defense Orders

Amendment 2 to Supplemental Regulation 1 of the General Ceiling Price Regulation and Amendment 1 of the Supplementary Regulation (see the NP of February 10, page 12 and February 17, page 10 for these orders) clarifies certain points in defense pricing. The new amendment makes it clear that the provisions for certain deliveries under defense contracts also apply to those made after April 1, 1950, when contracts were entered into prior to that date. Another part of the new amendment exempts deliveries of certain wool products pursuant to defense contracts entered into prior to April 1, 1951. This section of Supplementary Regulation 1, as amended, reads as follows:

"Sec. 2. Temporary Exemptions, Commodities and Services for Military Needs. (a) The provisions of the GCPR shall not apply to sales or deliveries, under a defense contract entered into prior to April 1, 1951, or pursuant to a sub-contract entered into thereunder prior to May 1, 1951, of commodities and services normally produced and supplied only for military use.

"(b) The provisions of the GCPR shall not apply to sales or deliveries of the following commodities under a defense contract entered into prior to April 1, 1951, or pursuant to a sub-contract entered into thereunder prior to July 1, 1951: (1) woolen and worsted yarns and textiles, (2) raw, scoured and pulled wool, wool top, noils, mohair and wool waste, (3) articles which are made principally from woolen or worsted yarns and textiles."

Farm Associations Give Views on Price Freeze

Five major national farm organizations in a joint statement this week asserted that any government move to freeze farm prices at "unfair" levels would end in food shortages, black markets and collapse of inflation control measures. Farmers are willing to produce abundantly, they said, but will need essential production materials such as fertilizers, machinery, gasoline, insecticides and labor, as well as "equitable" prices. The organizations, three of which also oppose use of government subsidies to hold prices down, are: American Farm Bureau Federation, National Grange, National Farmers Union, National Milk Producers Federation and the National Council of Farmer Cooperatives.

To Study Credit Rise

Economic Stabilizer Eric Johnston has appointed an advisory committee of 15 leading economists to study credit, particularly the part that expanding credit plays in today's inflation. They will also be asked to give their views on taxes, wage and price controls.

By-Passing Road Blocks

(Continued from page 33.)

"With all this, you need to avoid being like the elderly lady who placed all her eggs in one basket and stubbed her toe.

"There is another approach, longer and more difficult, but having a great deal of potential. That approach involves the development of an increased livestock production within our own area—better breeding, better forage, better land use.

"In my opinion, there is now available here in our western area the greatest opportunity for a vast development of the livestock industry in all of its aspects which has ever existed. We have the resources to meet head-on both the challenge and the opportunity. In doing so, however, we need to straighten out our own thinking, to get down to fundamentals.

False Philosophy

"It occurs to me in this connection that the people who set out across the ocean in 1620, the people who stood at Bunker Hill, the people who loaded their possessions in covered wagons to cross our great plains into an unknown land did so not in quest of security but in quest of opportunity. With our great traditions, are we as a people to listen now to those who claim that security is the end of man's purpose, to be attained only as a gift of an all-seeing, an all-understanding government? In short, it appears to me that there has been developed in our midst a false philosophy, a thinking that government has something material to give to its people.

"It appears to me that neither government nor business understand each other very well. So far as honesty and integrity are concerned, it is my observation that these attributes are as prevalent in one place as the other. Human nature doesn't change in its broad aspects, and government is operated by people like you and me just as is business. But, business is creative; management is the amalgam that brings together labor and capital to turn out all of the material things, all of the wealth with which we have been so blessed in this great land. It is this production which is today our greatest asset as we face up to the opportunity and challenge that now confront us. Of course, we need government. We need it as an umpire interpreting the rules which we, the people, through our elected representatives, lay down for the conduct of our affairs. But government has become so big and so complex that we, the people, through our elected representatives, have lost our control over it in large measure.

"I only hope that we as a people will reject the false philosophy that through government there can be provided security. The only real security lies in our own ingenuity and in our willingness to work and provide and to create and to build."

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PHIL HANTOVER, INC.
Kansas City 8, Mo.

LIVESTOCK MARKETS

Weekly Review

1951 Per Capita Meat Consumption May Reach 148 Lbs., BAE Predicts

Supplies of pork and beef in 1951 may be up enough to fill military needs and provide 3 lbs. more meat per person than the 145 lbs. consumed in 1950, according to the report of the Bureau of Agricultural Economics on the livestock and meat situation.

The greatest gain will probably be in pork output, which will be upped by the 9 per cent increase in the 1950 fall pig crop over the 1949 fall crop, and the 6 per cent more pigs indicated for this spring than last. Slaughter weights of hogs may also be heavier than in 1950. A moderate increase over 1950 is also likely in output of beef, but there probably will be less lamb and mutton this year than last. No great change is expected in the supply of veal, according to the current outlook.

Taking a shorter-range view, the BAE report indicates that following the seasonal decline in January from the early December peak, hog slaughter will probably not increase until about the middle of March, when sizable marketings will begin from the 1950 fall pig crop. The total number slaughtered in the first three months of this year is expected to be only slightly larger than in the same period last year, mainly because slaughter to date has accounted for the bulk of the increase in the 1950 spring pig crop over the previous crop.

Cattle slaughter also declined seasonally in January but remained slightly larger than a year earlier. Numbers of well-finished cattle marketed and total production of beef is likely to remain a little larger than last year. Sheep and lamb slaughter, which at this season is made up largely of fed lambs, was somewhat smaller than in January last year. It will continue to decline seasonally, and will likely remain below slaughter a year earlier.

CANADIAN LIVESTOCK-MEAT EXPORTS MAY DROP IN '51

During the annual Canadian Agricultural Outlook Conference for 1951, held recently in Ottawa, the Canadian livestock and meat situation during 1950 was reviewed, and prospects for 1951 were discussed. It was reported that inspected meat output in Canada during the year ending September 30, 1950, reached 1,477,000,000 lbs., an increase of about 6 per cent above the previous year's total of 1,398,000,000 lbs. During the same 1950 period meat exports increased more than 25 per cent to 225,000,000 lbs., and consumption of all meats rose about 2 per cent over 1949.

When broken down, these figures show that pork production increased 22 per cent, pork exports increased 64 per cent, and consumption, 14 per cent over a year earlier. Veal production and consumption were up 2 and 5 per cent, respectively. On the other hand, beef output in 1949-50 was down 8 per cent from a year earlier, while beef consumption declined 10 per cent. Relatively higher prices for beef caused consumer demand to shift from beef to pork and resulted in high domestic prices for pork, when compared with the price of \$32.50 per cwt., Grade A Wiltshire sides, set to fill the U.K. bacon contract.

Live cattle exports in 1949-50 totaled 483,000 head, while dressed beef exports reached 114,000,000 lbs., increases of 12 per cent and 3 per cent, respectively, over a year earlier.

As a result of a lower cattle population, heavy exports of feeder cattle and yearlings to the United States in 1949-50, the high rate of culling of herds, and a tendency toward the retention of breeding animals, cattle marketings are expected to decline further in 1950-51. Hog marketings are expected to drop about 5 to 10 per cent below 1949-50, but the relatively large supply of feed grains should tend to raise average hog slaughter weights.

Reduced sheep marketings are expected in 1950-51, but to a lesser extent than in the previous year. High prices for lambs and wool have encouraged producers to withhold ewes for breeding.

With these slightly lower marketings and no change expected in per capita consumption of meat in 1950-51, the exportable surplus of livestock and meat is expected to be somewhat below that of 1949-50.

By the last quarter of 1951, marketings of cattle, calves, sheep and lambs may turn slightly upward. The large feed crop, together with some prospect of lower feed grain prices, should also warrant expectation of a considerable increase in hog marketings during October-December 1951 compared with the same period of 1950.

AUSTRIAN LIVESTOCK CENSUS

Austrian cattle and hog numbers continued to increase during 1950 with gains of 31 per cent in hog and 4 per cent in cattle numbers. The Office of Foreign Agricultural Relations reports that despite these gains, both classes are still about 12 per cent below pre-war levels. Total livestock numbers increased from 4,505,000 head in 1949 to 5,164,000 head in 1950. Preliminary figures for December 3, 1950 place cattle numbers at 2,279,000 head, compared with 2,203,000 head recorded for the same period a year earlier. Hog numbers jumped to 2,522,000 head from a year-earlier total of 1,927,000. Sheep numbers dropped 3 per cent to 363,000 head, compared with 375,000 head in 1949. The OFAR pointed out that the preliminary census tends to be underestimated and that current figures are likely to be increased when revised.

BUFFALO LIVESTOCK

Receipts and disposition of livestock at Buffalo, N. Y., in January, 1951:

	Cattle	Calves	Hogs	Sheep
Receipts	12,769	8,287	7,983	37,088
Shipments	6,575	5,213	2,194	33,333
Local slaughter	5,611	3,074	5,789	3,755

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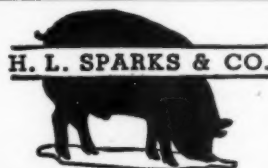
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OUR COUNTRY POINTS OPERATE UNDER NAME OF
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LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Wednesday, February 21, were reported by the Production and Marketing Administration as follows:

HOGS: (Quotations based on hard hogs)

St. L. Natl. Yds. Chicago Kansas City Omaha St. Paul†

BARROWS & GILTS:

Good and Choice:

120-140 lbs. ...	\$18.75-21.00	\$16.50-20.25	\$.....	\$.....	\$.....
140-160 lbs. ...	20.75-22.50	20.00-21.50	.....	.....	.....
160-180 lbs. ...	22.25-23.40	21.25-23.35	.....	.....	.....
180-200 lbs. ...	23.15-23.50	23.00-23.35	.....	.....	22.85 only
200-220 lbs. ...	23.00-23.50	23.00-23.35	.....	.....	22.85 only
220-240 lbs. ...	22.75-23.50	22.85-23.25	.....	.....	22.85 only
240-270 lbs. ...	22.50-23.00	22.60-23.00	.....	.....	22.25-22.85
270-300 lbs. ...	22.25-22.75	22.15-22.75	.....	.....	21.75-22.50
300-330 lbs. ...	21.25-22.50	21.60-22.35	.....	.....	21.00-22.00
330-360 lbs. ...	20.75-21.50	21.00-21.75	21.00-22.00

Medium:

160-220 lbs. ...	21.00-23.10	20.50-21.75
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SOVS:

Good and Choice:

270-300 lbs. ...	21.00 only	20.50-20.75	20.00-21.25
300-330 lbs. ...	21.00 only	20.50-20.75	20.00-21.25
330-360 lbs. ...	20.50-21.00	20.25-20.50	.....	.....	20.00-21.25
360-400 lbs. ...	20.00-20.75	19.75-20.25	.....	.....	20.00-21.25

Good:

400-450 lbs. ...	19.25-20.50	19.25-20.25	.....	.....	19.50-19.75
450-550 lbs. ...	19.50-20.25	18.75-19.75	19.50-19.75

Medium:

250-550 lbs. ...	18.75-20.50	18.25-20.00
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PIGS (Slaughter):

Medium and Good:

90-120 lbs. ...	14.75-19.00	14.50-17.00
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SLAUGHTER CATTLE AND CALVES:

STEERS:

Prime:

700-900 lbs. ...	37.00-40.00	37.50-41.00	37.00-39.50
900-1100 lbs. ...	37.50-40.00	38.25-42.50	.....	.....	37.00-40.00
1100-1300 lbs. ...	37.50-40.00	38.25-42.50	.....	.....	36.50-40.00
1300-1500 lbs. ...	37.00-39.50	38.00-42.00	.....	.....	36.50-39.50

Choice:

700-900 lbs. ...	34.50-37.00	34.00-38.25	.....	.....	34.50-37.00
900-1100 lbs. ...	34.50-37.50	34.00-38.25	.....	.....	34.50-37.00
1100-1300 lbs. ...	34.50-37.50	34.00-38.25	.....	.....	34.00-37.00
1300-1500 lbs. ...	34.00-37.00	34.00-38.25	.....	.....	33.50-36.50

Good:

700-900 lbs. ...	31.75-34.50	32.00-34.00	.....	.....	31.50-34.50
900-1100 lbs. ...	32.00-34.50	32.00-34.00	.....	.....	31.00-34.50
1100-1300 lbs. ...	32.00-34.50	31.50-34.00	.....	.....	31.00-34.00

Commercial:

All wts.	29.00-32.00	29.50-32.00	.....	.....	28.50-31.50
Utility, all wts. ...	27.00-29.00	27.50-29.50	.....	.....	26.50-28.50

HEIFERS:

Prime:

800-900 lbs. ...	36.50-38.50	36.50-38.00	.....	.....	36.00-38.00
900-1000 lbs. ...	36.00-38.50	36.50-39.50	.....	.....	36.00-38.00

Choice:

800-900 lbs. ...	34.00-36.50	33.25-36.50	.....	.....	33.50-36.00
900-1000 lbs. ...	33.50-36.00	33.25-36.50	.....	.....	33.50-36.00

Good:

500-700 lbs. ...	31.00-34.00	30.50-33.25	.....	.....	31.00-33.50
700-900 lbs. ...	30.50-33.50	30.50-33.25	.....	.....	31.00-33.50

Commercial:

All wts.	28.50-31.50	28.50-30.50	.....	.....	28.00-31.00
Utility, all wts. ...	25.00-28.50	25.00-28.50	.....	.....	26.00-28.00

COWS (All Weights):

Commercial ...	25.00-28.00	26.00-28.00	.....	.....	25.00-26.50
Utility ...	24.00-25.00	23.25-26.25	.....	.....	22.50-25.00
Can. & cnt. ...	18.00-24.50	19.00-23.50	.....	.....	20.00-22.50

BULLS (YRLS. EXCL.) All Weights:

Good & choice ...	30.00-31.00	.....	.....	.....	27.50-29.50
Commercial ...	28.50-30.50	30.00-31.75	.....	.....	28.50-29.50
Utility ...	26.50-28.50	28.00-30.00	.....	.....	27.00-28.50
Culler ...	24.00-26.50	25.50-28.00	.....	.....	23.00-27.00

VEALERS (All Weights):

Good & choice ...	30.00-40.00	37.00-39.00	.....	.....	34.00-38.00
Com. & med. ...	23.00-30.00	29.00-38.00	.....	.....	25.00-34.00
Cull, 75 lbs. up. ...	20.00-23.00	24.50-30.00	.....	.....	20.00-25.00

CALVES (500 Lbs. Down):

Good & choice ...	32.00-36.00	33.00-38.00	.....	.....	32.00-35.00
Com. & med. ...	26.00-32.00	26.00-34.00	.....	.....	25.00-32.00
Cull ...	21.00-26.00	23.00-27.00	.....	.....	21.00-25.00

SLAUGHTER LAMBS AND SHEEP:

LAMBS:

Good & choice* ...	38.50-39.25	38.00-39.00	.....	.....	37.50-39.00
Medium & good* ...	35.75-38.75	35.00-38.00	.....	.....	36.00-38.50
Common ...	31.00-35.00	30.00-35.00	.....	.....	32.00-35.50

EWES (Wooled):

Good & choice* ...	20.00-23.00	22.00-24.00	.....	.....	21.50-23.00
Com. & med. ...	18.00-20.00	19.00-22.00	.....	.....	17.50-21.00

*Quotations on woolled stock based on animals of current seasonal market weight and wool growth, those on shorn stock on animals with No. 1 and 2 pelt.

*Quotations on slaughter lambs and yearlings of good and choice grades and the medium and good grades and on ewes of good and choice grades as combined represent lots averaging within the top half of the good and the top half of the medium grades, respectively.

†Quotations of Tuesday, February 20.



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HANDS

... THIS SAME FACT APPLIES TO PLANT CLEAN-UP

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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ending February 17:

	CATTLE		
	Week Ended	Prev. Week	Cor.
	Feb. 17	Week	1950
Chicago†	19,163	19,757	21,416
Kansas City†	12,847	14,964	18,160
Omaha†	18,929	21,507	20,574
E. St. Louis†	5,504	7,059	
St. Joseph†	6,262	7,116	8,492
Sioux City†	9,432	8,678	9,464
Wichita†	2,137	2,074	2,725
New York & Jersey City†	7,825	7,313	6,623
Okla. City†	2,227	3,748	3,986
Cincinnati†	2,799	3,577	4,473
Denver†	7,297	8,188	7,874
St. Paul†	12,267	11,048	17,218
Milwaukee†	4,235	4,246	3,496
Total	106,420	118,320	131,405

HOGS			
Chicago†	37,531	37,206	34,420
Kansas City†	9,368	12,487	9,979
Omaha†	44,000	46,554	44,346
E. St. Louis†	31,531	24,944	
St. Joseph†	17,634	22,295	21,893
Sioux City†	34,803	26,559	22,385
Wichita†	8,539	10,951	7,086
New York & Jersey City†	36,910	18,485	44,099
Okla. City†	7,442	11,680	8,208
Cincinnati†	12,807	14,785	14,629
Denver†	11,597	12,341	11,225
St. Paul†	86,368	33,644	84,042
Milwaukee†	5,290	6,659	5,500
Total	262,298	284,957	280,765

SHEEP			
Chicago†	4,841	3,814	6,237
Kansas City†	5,378	4,579	14,449
Omaha†	9,681	12,355	11,691
E. St. Louis†	1,522	2,537	
St. Joseph†	7,890	6,564	14,036
Sioux City†	6,008	6,381	4,160
Wichita†	706	1,431	2,354
New York & Jersey City†	35,967	26,778	39,226
Okla. City†	3,161	1,579	1,812
Cincinnati†	87	48	319
Denver†	8,073	8,698	11,105
St. Paul†	3,641	3,506	6,957
Milwaukee†	783	710	516
Total	86,348	77,967	115,393

*Cattle and calves.
†Federally inspected slaughter, including directs.
‡Stockyards sales for local slaughter.
§Stockyards receipts for local slaughter, including directs.

LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles, Wednesday, February 21, were reported by the U.S. Department of Agriculture as follows:

CATTLE:	
Heifers, good and low choice	\$35.00 only
Cows, utility and commercial	25.00@27.50
Cows, can. & cut	21.00@24.50
CALVES:	
Vealers, med. & low choice	\$32.00@40.00
Calves, med. & gd.	30.00@35.00
HOGS:	
Gd. & ch., 220-290	\$23.75@24.50
Sows, gd.	19.00@29.00

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, February 21, were as follows:

CATTLE:	
Steers, gd. & ch.	\$32.50@35.50
Heifers, utility & commercial	26.00@27.50
Cows, can. to utility	21.00@25.00
Bulls, cut. to low commercial	23.50@28.25
CALVES:	
Vealers, gd. & ch.	\$36.00@40.00
Calves, com. & med.	30.00@35.00
HOGS:	
Gd. & ch., 160-240	\$23.25@24.25
Sows, 400/down	19.00@19.50

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS			
Cattle Calves Hogs Sheep			
Feb. 14...	6,698	234	8,693
Feb. 15...	5,491	502	16,561
Feb. 16...	1,390	280	7,199
Feb. 17...	103	51	3,522
Feb. 19...	13,015	574	18,821
Feb. 20...	5,500	400	14,000
Feb. 21...	6,500	390	13,500

*Week so far... 25,015 1,274 46,321 5,602
Wk. ago... 22,916 987 35,614 6,514
1950... 22,466 1,603 32,762 10,236
1949... 30,629 1,674 28,403 6,389
*Including 33 cattle, 11 calves, 12,188 hogs and 2,744 sheep direct to packers.

SHIPMENTS			
Cattle Calves Hogs Sheep			
Feb. 14...	2,521	...	840
Feb. 15...	1,294	...	2,187
Feb. 16...	694	15	1,271
Feb. 17...	287	6	443
Feb. 19...	2,299	...	2,305
Feb. 20...	1,800	...	2,500
Feb. 21...	2,300	...	1,000

Week so far... 6,399 5,905 1,276
Wk. ago... 6,894 16 5,840
1950... 7,990 227 4,432
1949... 11,038 101 4,923

FEBRUARY RECEIPTS

	1951	1950
Cattle	88,438	96,867
Calves	5,293	5,261
Hogs	195,290	199,065
Sheep	26,955	53,464

FEBRUARY SHIPMENTS

	1951	1950
Cattle	26,766	33,670
Hogs	35,276	45,827
Sheep	5,866	24,716

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wednesday, February 21:

	Week ended Feb. 21	Week ended Feb. 15
Packers' purch.	34,746	35,458
Shippers' purch.	5,254	11,241
Total	40,000	46,699

CANADIAN KILL

Inspected slaughter in Canada for the week ended February 10:

CATTLE		
Wk. Ended	Same Wk. Last Yr.	
Western Canada...	8,827	11,869
Eastern Canada...	10,801	12,600
Total	19,628	24,469

HOGS		
Western Canada...	34,358	35,783
Eastern Canada...	42,996	54,806
Total	77,354	90,589

SHEEP		
Western Canada...	2,250	2,298
Eastern Canada...	1,794	2,470
Total	4,044	4,768

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market, for week ended February 16:

Cattle Calves Hogs* Sheep				
Salable	372	579	615	18
Total (incl. directs)	4,747	3,093	18,234	22,697
Previous week:				
Salable	420	612	623	7
Total (incl. directs)	3,022	1,276	4,646	12,926

*Including hogs at 31st street.

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ending February 15:

Cattle Calves Hogs Sheep			
Los Angeles	5,200	550	1,900
N. Portland	1,075	180	850
S. Francisco	650	20	2,000

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 17, 1951, as reported to The National Provisioner:

CHICAGO

Armour, 4,337 hogs; Swift, 619 hogs; Wilson, 1,805 hogs; Agar, 6,710 hogs; Shippers, 9,750 hogs; Others, 24,060 hogs.
Total: 19,163 cattle; 1,797 calves; 47,281 hogs; 4,841 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,306	234	1,662	714
Cudahy	1,875	379	1,668	1,631
Swift	2,209	262	2,692	1,632
Wilson	860	...	...	...
Central	1,154	...	...	...
Others	3,146	...	3,346	1,601
Total	11,612	875	9,868	5,578

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	4,877	10,755	...	...
Cudahy	4,260	7,468	2,602	...
Swift	4,712	6,700	2,108	...
Wilson	2,260	3,877	1,353	...
Cornhusker	398	...	...	...
Eagle	78	...	...	...
Gr. Omaha	98	...	...	...
Hoffman	69	...	...	...
Rothschild	376	...	...	...
Both	545	...	...	...
Kingman	1,132	...	...	...
Merchants	40	...	...	...
Midwest	64	...	...	...
Omaha	356	...	...	...
Union	84	...	...	...
Others	...	12,396	...	...
Total	19,349	41,196	6,063	...

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	2,380	38	6,163	4,411
Armour	1,616	12	5,274	268
Others	3,338	1	2,270	220
Total	7,343	100	13,707	4,899

Does not include 5,718 hogs and 3,141 sheep bought direct.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour	2,869	23	11,951	1,787
Cudahy	3,595	4	14,827	2,292
Swift	2,541	6	8,500	1,492
Others	175	3	22	...
Shippers	8,798	8	16,564	817
Total	17,978	44	51,873	6,388

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy	950	147	1,690	545
Guggenheim	77	...	...	...
Dunn	...	...	...	...
Ostertag	11	...	...	...
Dold	64	...	560	...
Sunflower	8	...	41	...
Pioneer	53	...	...	...
Excel	279	...	...	...
Others	1,390	...	692	52
Total	2,822	147	2,989	597

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	816	38	521	456
Wilson	707	41	479	918
Others	37	...	793	2
Total	1,560	79	1,793	1,376

Does not include 578 cattle, 10 calves, 5,649 hogs and 1,785 sheep bought direct.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	341	...	169	...
Cudahy	336	...	277	...
Swift	134	6	208	...
Wilson	...	...	...	...
Acme	364	...	...	...
Atlas	475	3	...	...
Clougherty	59	...	821	...
Coast	163	...	228	...
Harman	217	...	...	...
Lucas	...	...	18	...
Union	7	...	...	...
United	374	1	11	...
Others	2,553	...	...	...
Total	5,031	20	1,732	...

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	1,652	22	2,690	4,691
Swift	1,381	14	3,807	2,773
Cudahy	1,025	28	8,238	2,109
Wilson	1,065	...	...	...
Others	2,647	112	3,235	513
Total	7,770	176	12,973	10,086

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	598	544	1,855	298
Swift	372	373	854	1,319
Big Bonnet	177	...	417	...
City	...	...	...	...
Rosenthal	319	5	...	...
Total	1,466	922	3,126	1,617

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall's	...	...	...	72
Kahn's	...	...	...	...
Lohrey	...	...	784	...
Meyer	...	...	...	...
Schlachter	110	25	...	10
Northside	...	...	...	...
Others	2,382	1,027	14,501	129
Total	2,492	1,052	15,285	211

Does not include 297 cattle and 781 hogs bought direct.

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	3,816	4,199	17,620	2,337
Bartusch	826	...	...	...
Cudahy	1,233	1,180	...	394
Rifkin	689	36	...	...
Superior	1,599	...	...	...
Swift	4,462	3,215	18,758	910
Others	1,428	2,954	10,648	800
Total	13,695	11,593	47,026	4,441

TOTAL PACKER PURCHASES

	Week ended Feb. 17*	Prev. week	Cor. week
Cattle	110,281	124,862	142,755
Hogs	248,349	303,511	294,818
Sheep	46,007	54,664	85,575

*Does not include E. St. Louis.

CORN BELT DIRECT TRADING

Des Moines, Ia., February 21—Prices at the ten concentration yards and 11 packing plants in Iowa, Minnesota:

Hogs, good to choice:
160-180 lbs. \$19.75@22.25
180-240 lbs. 21.75@22.75
240-300 lbs. 21.40@22.75
300-360 lbs. 21.40@22.25
Sows:
270-360 lbs. \$20.25@21.60
400-550 lbs. 18.50@20.60

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This week estimated	Same day last wk. actual
Feb. 16	25,000	50,000
Feb. 17	54,000	44,500
Feb. 19	54,000	36,500
Feb. 20	42,000	50,000

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended February 17, with comparisons:

	Cattle	Hogs	Sheep
Week to date	109,000	494,000	118,000
Previous week	212,000	500,000	127,000
Same week 1950	226,000	490,000	152,000
1951 to date	1,541,000	4,138,000	1,027,000
1950 to date	1,579,000	3,836,000	1,179,000

COOLER-FREEZER OCCUPANCY

Public cooler occupancy declined 7 points during January, dropping to 65 per cent on January 31, according to the U. S. Department of Agriculture. The decline was under the average of 10 points, however, and January 31 occupancy remained 6 points above a year ago and 2 points above the average. Freezer occupancy of 81 per cent at the end of January was unchanged from a month earlier. Cooler occupancy is expected to continue downward during February and a 2 point drop is expected in the level of freezer occupancy during the same month.

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is amazing

in protecting
color, flavor, shape
of fresh, frozen or
smoked meats...

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...in a wide range of widths and constructions for fore and hindquarters, sides and cuts of beef, veal, lamb and pork to assure protection in freezing, storing or shipping. Write for FREE catalog and price list to

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"RELIABLE"

CORKBOARD

STEAM-BAKED

- 30 years' serving the Packers!
- Prompt shipments from New York or Chicago warehouses.
- Packed in Cartons for Safe Delivery.
- Your inquiries invited!

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Available in Cast Aluminum and Stainless Steel. The most complete line offered. Ask for booklet "The Modern Method."



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Office and Factory, Port Chester, N. Y.
Chicago Office, 332 S. Michigan Ave.

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A., Production & Marketing Association)

STEER AND HEIFER: Carcasses		BEEF CURED:	
Week ending Feb. 17, 1951	10,938	Week ending Feb. 17, 1951	13,548
Week previous	1,756	Week previous	580,300
Same week year ago	14,114	Same week year ago	1,150
COW:		PORK CURED AND SMOKED:	
Week ending Feb. 17, 1951	1,829	Week ending Feb. 17, 1951	778,991
Week previous	1,756	Week previous	580,300
Same week year ago	1,510	Same week year ago	856,055
BULL:		LARD AND PORK FATS†:	
Week ending Feb. 17, 1951	516	Week ending Feb. 17, 1951	122,630
Week previous	631	Week previous	57,754
Same week year ago	464	Same week year ago	72,520
VEAL:		LOCAL SLAUGHTER	
Week ending Feb. 17, 1951	13,532	CATTLE:	
Week previous	8,360	Week ending Feb. 17, 1951	7,825
Same week year ago	11,496	Week previous	7,313
LAMB:		Same week year ago	6,028
Week ending Feb. 17, 1951	32,277	CALVES:	
Week previous	27,065	Week ending Feb. 17, 1951	8,479
Same week year ago	42,808	Week previous	5,252
MUTTON:		Same week year ago	8,302
Week ending Feb. 17, 1951	209	HOGS:	
Week previous	116	Week ending Feb. 17, 1951	36,910
Same week year ago	1,790	Week previous	18,485
HOG AND PIG:		Same week year ago	44,069
Week ending Feb. 17, 1951	7,061	SHEEP:	
Week previous	9,800	Week ending Feb. 17, 1951	35,967
Same week year ago	14,190	Week previous	26,778
PORK CUTS:		Same week year ago	39,226
Week ending Feb. 17, 1951	2,329,440	COUNTRY DRESSED MEATS	
Week previous	1,508,879	VEAL:	
Same week year ago	2,348,908	Week ending Feb. 17, 1951	5,921
BEEF CUTS:		Week previous	6,382
Week ending Feb. 17, 1951	197,517	Same week year ago	6,757
Week previous	85,555	HOGS:	
Same week year ago	76,230	Week ending Feb. 17, 1951	2
VEAL AND CALF CUTS:		Week previous	5
Week ending Feb. 17, 1951	4,494	Same week year ago	2
Week previous	3,000	LAMB AND MUTTON:	
Same week year ago	2,013	Week ending Feb. 17, 1951	233
LAMB AND MUTTON CUTS:		Week previous	157
Week ending Feb. 17, 1951	9,865	Same week year ago	94
Week previous	3,582	†Incomplete.	
Same week year ago	11,000		

WEEKLY INSPECTED SLAUGHTER

Slaughter at 32 centers during the week ended February 17 was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
NORTH ATLANTIC				
New York, Newark, Jersey City...	7,825	8,479	36,910	35,967
Baltimore, Philadelphia	4,820	903	26,728	426
NORTH CENTRAL				
Cincinnati, Cleveland, Indianapolis...	8,986	2,244	56,014	3,823
Chicago Area	21,489	5,855	64,345	10,290
St. Paul-Wisc. Group ¹	20,854	28,383	101,870	8,355
St. Louis Area ²	9,451	3,491	61,119	3,900
Sioux City	9,404	79	34,450	6,903
Omaha	20,096	311	54,710	16,420
Kansas City	12,227	1,232	32,744	7,974
Iowa and So. Minn. ³	15,553	3,196	175,580	26,962
SOUTHEAST⁴	4,022	2,296	31,490	....
SOUTH CENTRAL WEST⁵	13,639	2,512	50,654	12,450
ROCKY MOUNTAIN⁶	9,145	308	15,945	10,164
PACIFIC⁷	17,278	1,587	28,603	24,591
Grand Total	174,789	61,066	769,432	168,278
Total week ago	181,869	57,715	723,902	159,204
Total same week 1950	182,029	62,144	759,613	188,960

¹Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ²Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ³Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁴Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁵Includes So. St. Joseph, Mo., Wichita, Kans., Oklahoma City, Okla., Ft. Worth, Texas. ⁶Includes Denver, Colo., Ogden and Salt Lake City, Utah. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

NOTE: Packing plants included in above tabulations slaughtered approximately the following percentages of total slaughter under federal inspection during January 1951—Cattle, 78.5; Calves, 60.7; Hogs, 75.9; Sheep and Lambs, 84.0.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specified grades of steers, calves, hogs and lambs at eleven leading markets in Canada during the week ended February 10 were reported to THE NATIONAL PROVISIONER by the Canadian Department of Agriculture as follows:

STOCK YARDS	GOOD STEEPS Up to 1000 lb.	VEAL CALVES Good and Choice	HOGS [*] Gr. B ¹ Dressed	LAMBS Gd. Handyweights
Toronto	\$30.66	\$38.12	\$33.00	\$36.00
Montreal	31.40	40.10	33.40	...
Winnipeg	30.75	36.00	32.68	33.00
Calgary	31.81	35.50	34.20	34.05
Edmonton	31.25	39.00	34.25	32.50
Lethbridge	30.92	...	34.00	32.50
Fr. Albert	31.00	33.10	32.35	32.00
Moore Jaw	29.30	39.50	32.85	...
Saskatoon	30.50	35.50	32.35	...
Regina	29.65	34.20	32.35	...
Vancouver	30.00	35.50	...	...

*Dominion government premiums not included.

SOUTHEASTERN RECEIPTS

Receipts of livestock at eight southern packing plants located at Albany, Columbus, Moultrie, Thomasville and Tifton, Georgia; Dothan, Alabama; Jacksonville and Tallahassee, Florida, during the week ended February 16:

	Cattle	Calves	Hogs
Week ending February 16	1,022	836	18,390
Week previous	1,306	810	15,250
Cor. week last year	1,245	397	17,477

COLD STORAGE and FREEZER PLANT for SALE

- 9,000 Square Feet of Floor Space
- 3 G. E. Ammonia Compressors
- 12 Bush Evaporators
- Complete Overhead Trolley System
- Railroad Siding—Truck Loading Platform
- Located on I. C. Railroad
- 160 x 296 Lot
- 25 Miles North of Jackson, Mississippi

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Experienced Livestock Order Buyers

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Sheep
& Lamb
35,967
426

3,623
10,290
5,335
3,908
6,903
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7,974
26,963
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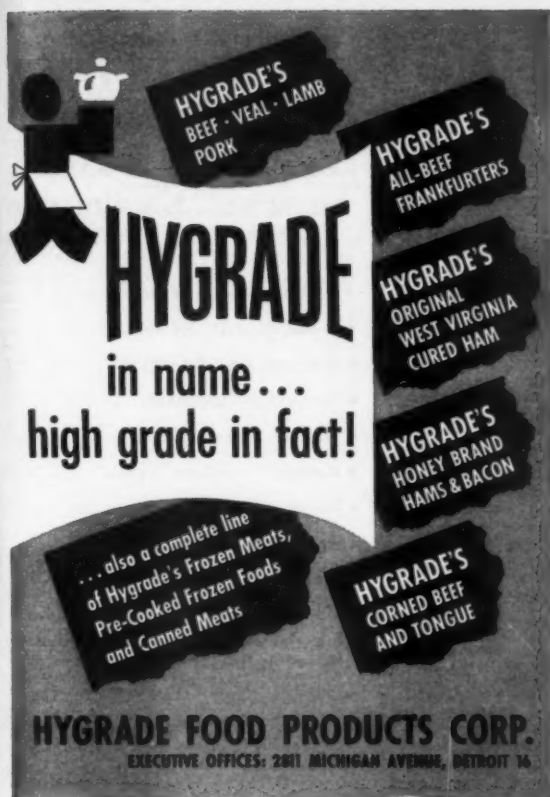
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BEEF · VEAL · LAMB
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Manhandling animals through your processing floors is doing business the slow, high-cost way. But when you give your operation the speed of R & M cranes and hoists—specially engineered for meat packers—you really get costs by the heels—save time and money all along the line.

From knocking pens to out-bound loading docks, R & M hoists speed processing, cut manual labor, increase production per man, add to your profits. R & M hoists are clean, and easy to keep clean, rugged, trouble-free. R & M equipment can be installed readily by your own maintenance men.

Call in your nearby R & M representative right away and have him make an on-the-spot study of your specific handling requirements. This service puts you under no obligation, and the recommended equipment may pay for itself more quickly than you think. Write for bulletin No. N21P.

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SAUSAGE SUPERVISOR

Young man with proven ability available for Los Angeles area. Experienced in full line of sausage and smoked meats. Thorough knowledge of yields, costs and labor relations. References. W-74, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

HELP WANTED

SUPERINTENDENT

If you were born and reared in the south and have had extensive practical and some executive experience in pork kill, cut, curing, smoking, lard and dry rendering, along with full knowledge of sausage manufacturing, you might be the man we are looking for.

Established, medium size B.A.I. plant, cooperative management, financially strong. Located in excellent community in middle Atlantic states. Position permanent with growth. Write in confidence at once, giving age, if not over 45 and full past experience. Our men know of this ad.

W-58, THE NATIONAL PROVISIONER
407 S. Dearborn St. Chicago 5, Ill.

PORK OPERATIONS FOREMAN

Independent packer in the east, has an opening for a thoroughly qualified pork operations foreman. Medium sized plant processing 800 hogs per day. Salary open. Give all details of experience, education and salary desired in first letter. All replies will be held in confidence.

W-416, THE NATIONAL PROVISIONER
407 S. Dearborn St. Chicago 5, Ill.

FOREMAN: Kill floor, for southern plant slaughtering 200 hogs and 50 cattle weekly. To take complete charge. State dehairing machine experience, hog cutting, cattle boning, etc. Give personal experience and salary expected. W-75, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

TOP CATTLE BUYER: Independent beef house in northern Ohio has opening for top cattle buyer at annual salary of \$15,000. Also opportunity to earn bonus. Reply will be strictly confidential. W-76, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

SALESMEN

Well established firm interested in several qualified men of high caliber, who know how to produce results in meat packing trade in seasoning spices and allied materials. Established territories. Salary or commission basis. W-50, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

ASSISTANT TO SAUSAGE FOREMAN: Young man with experience as sausage maker. Must be capable of handling help and know costs. State experience, age and wage expected. W-35, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

WANTED: Experienced beef boners. Army contract. Top salary for qualified man. Central California metropolitan area. W-77, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Illinois.

SAUSAGE STUFFER: Thoroughly experienced, wanted in eastern Connecticut plant. Good salary to right man. W-78, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PLANT WANTED

WANTED TO RENT: Packing plant in Canada, suitable for canning and smoking of pork products. W-69, THE NATIONAL PROVISIONER, 11 East 44th St., New York 17, N. Y.

PLANTS FOR SALE

BUILDING FOR SALE: Block and cement building 70 x 130, located on 6 acres of ground, in trade territory of 600,000 people. 4 years old. Very suitable for packing plant. An opportunity for you. FS-65, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

PLANTS FOR SALE

RENDERING PLANT FOR SALE

Choice Southwest location. Two cooker plant, one 400-ton press, six 1948 trucks, steel bodies, one 90 H.P. boiler, gas fired, all automatic, with return system. Two grease storage tank cars. One 40 H.P. cracking grinder. Excellent sewerage, and plenty water supply. City 350 thousand population, only plant nearby. Two-story concrete plant, all equipment new and very good condition, now running four to five cooks per day. Price \$95,000. This plant will bear close investigation, good reason for selling.

FS-61, THE NATIONAL PROVISIONER
407 S. Dearborn St. Chicago 5, Ill.

FOR SALE or LEASE

Slaughter house, packing plant. Concrete and steel construction. 18,000 square feet. 2 floors, elevator, railroad spur and loading platforms. All equipment and buildings in A-1 condition ready to operate. Present capacity 150 cattle or 300 hogs per day. In the heart of the cattle and sheep country. Plenty of hogs available also. Partner disagreement. Will sell or lease. Must be seen to be appreciated. Write to T. Capri, Casper Packing Co., P. O. Box 1088, Casper, Wyoming.

MEAT PACKING PLANT

Cattle and hog slaughtering and total processing operations. Plant recently modernized. All equipment up-to-date. Located in one of the largest hog and cattle producing areas in middle west. Price \$500,000. All replies in strict confidence.

FS-75, THE NATIONAL PROVISIONER
407 S. Dearborn St. Chicago 5, Ill.

Are You Looking for a Plant in Chicago?

Where your meat packing ability can make money for you? Will an all-around plant containing wholesale meat, sausage manufacturing and food distributing departments suit you?

THEN WRITE FOR DETAILS.

FS-83, THE NATIONAL PROVISIONER
407 S. Dearborn Street Chicago 5, Ill.

SMALL PACKING PLANT

In A-1 condition. Did \$450,000 in 1950. Slaughtering beef, veal and hogs. Approximately 10,000 lbs. sausage products per week. Good profit margin. Will sell 5 trucks and 2 cars, inventory, small tools and accounts receivable and lease buildings and equipment. A real money maker.

FS-82, THE NATIONAL PROVISIONER
407 S. Dearborn Street Chicago 5, Ill.

RENDERING PLANT

Located in Canada. Plenty of raw material all year round. No competition. FS-81, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

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JACKETED KETTLES

10—Stainless 60, 75, and 80 gal. Kettles for immediate delivery (Larger sizes new, few weeks delivery).

80—Aluminum 20 gal. up to 1200 gal. Kettles.

2—Dopp seamless 350 and 600 gal. Kettles.

OTHER SELECTED ITEMS

2—5'x9' Anco Cookers; 1—Anco 4'x9' Lard Roll.
75—Rectangular Aluminum Storage tanks, 800, 650, 250 and 200 gals.

1—Sperry 30x30 plate and frame aluminum Filter Press.

1—Self-Adjusting Carton Gluer-Sealer and Compression unit.

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FOR SALE: One-half interest in a large mid-west meat packing plant. Buyer must be experienced meat packer, capable of assuming full active management for this company. Will consider merging with successful processor doing \$3 to \$5 million volume in pork and beef in the eastern part of the country. Will deal with principles only. FS-70, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago 5, Ill.

HOG • CATTLE • SHEEP SAUSAGE CASINGS ANIMAL GLANDS

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WEEKLY SPECIALS!

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points. Write for Our Bulletin—Issued Regularly.

We have been authorized to liquidate a SAUSAGE PLANT in Michigan. The items are available for immediate shipment at the following prices:

MOLDS: Hot stainless steel, (25) 102 to 122 size	ea. \$ 10.00
AIR COMPRESSORS: (2) with 1 Storage Tank	150.00
MEAT TRUCK: 250 Gal. steel wheels	35.00
MEAT TRUCK: 250 Gal. steel wheels	20.00
SAUSAGE STUFFER: Boss, 4002	500.00
SAUSAGE STUFFER: Boss, 4002, like new	600.00
SILENT CUTTER: Boss 250C, with 30 HP. motor, 8 knives	1750.00
MIXER: Boss 275, with 7 1/2 HP. motor	600.00
GRINDER: Buffalo with new 60HX head, with 25 HP. motor, complete with knives & plates	1200.00
ELECTRIC TIME CLOCK: Simplex	125.00
PUMP SCALE: Griffith and BRINE PUMP: Grind electric, each	275.00
OVEN: Randall Gas, 2400, 3 yrs. old	600.00
KETTLE: Steam Jacketed, Black Iron, 50 gal.	50.00
LOAF PANS: Weaver 2435, Aluminum, 62 (50)	1.20

Rendering & Lard Equipment

3369—SOLVENT EXTRACTION PLANT: French Oil, Complete with Cooker, Steam Pump, Trucks, Tanks, etc. Used about 4 years	Details on Request
3382—COOKERS: (2) 5x10 Anco, jacketed heads, late style, with 25 HP. motors, July Delivered	\$2500.00
3381—HYDRAULIC PRESSSES: (2) NEW, 500 Ton Globe, complete with pumps, available for immediate shipment—never used. 15% discount.	
3041—HYDRAULIC PRESS: 150 Ton, Anco, complete with hydraulic pump	1150.00
3317—HASHER-WASHER: Dupont, 30"x12" Cyl, 15 HP. motor, 1 yr. old, ea.	2250.00
3191—HASHER-WASHER: Anco, combination, 30"x16" cyl, with 10 HP. motor & starter, spare parts, excellent cond.	1875.00
3235—GREASE STORAGE TANKS: (9) 70" dia., 17 1/2" high, 3/16" plate, 2,750 gal. cap., excellent cond., on foundation, ea.	375.00
3246—COMPLETE RENDERING LAYOUT FROM CLOSED PLANT AS FOLLOWS: 5x10 Anco, Cooker, 42"x10" Anco, Dryer; Cracking Pan, Blow Tank; Condensers; Anco, Hydraulic Press with Pump, Grease Pump, Storage Tank, complete	3850.00
3383—FILLER: Harrington Automatic Anco, 4717 (New—Never Used)—Bids requested	
3380—FORMING CARTON & LINING MACHINE: Peters type 47E-619 Sr., for 12 hard cartons also 4 1/2" & 2 1/2", complete with 1/2 HP. motor. (New—Never Used)—Bids requested	
3380—CARTON FOLDING & CLOSING MACHINE: Peters DWT 307 Sr., complete with motor. (New—Never Used)—Bids requested	

Sausage & Smokehouse Equipment

3254—SAUSAGE STUFFER: Anco, 4005 cap., with stuffing coils, new gaskets, reconditioned—guaranteed	\$ 900.00
3219—SAUSAGE STUFFER: Model 4005	\$25.00
3304—ROCKFORD FILLER: Model "A", with special adapter	265.00
3236—GRINDER: Globe 250A-86, with 25 HP. motor, excellent cond.	1150.00
3327—GRINDER: Buffalo 350-B, with 7 1/2 HP. motor, excellent cond.	565.00
3735—GRINDER: Peters 422 (New—Never Used) with 2 HP. motor	375.00
2089—GRINDER: Cleveland, with 25 HP. motor, Globe head and worm	750.00
3236—MEAT CURING MACHINES: (3) for boned chicken, meat or fish, 1/4" & 1/2" cubes, 3002 cap. per hour, reconditioned, ea.	335.00
3385—FLAKICELLER: DER 10 1 ton cap., fully reconditioned & guaranteed	1450.00
3328—SAUSAGE CAGER: (48), 42x30x50" high, 4 sta., for 42" sticks, no rollers, ea.	30.00
3334—BAND SAW: (5) Do-All (New—In Original Casing) 1 1/2 HP. motor, stainless tables, ea.	495.00
3230—HAM & BACON TRENCH (New) Similar to Globe, 3 sta., 38" wide x 54" high, plus trolleys, ea.	12.00
3321—LOAF MOLDS: 62 (New) Haas Boiler Corp., aluminum, with covers, ea.	7.00

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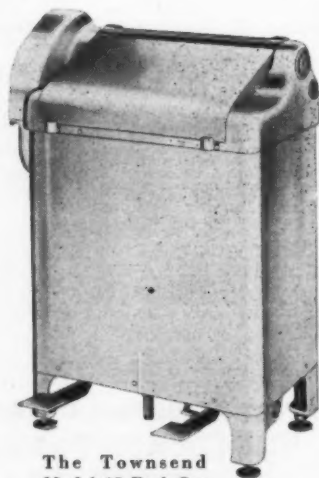
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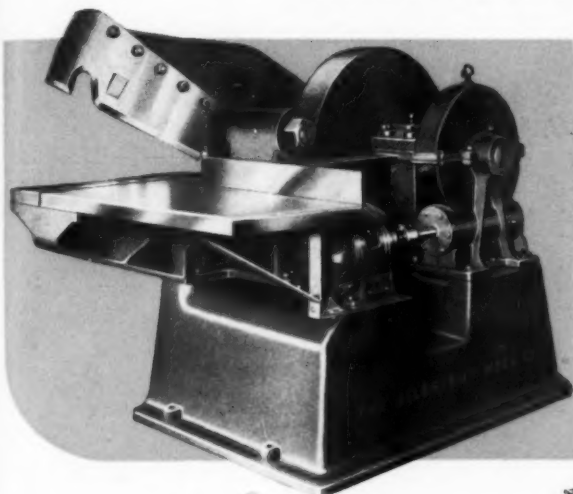


The Townsend Model 35 Pork-Cut Skinner, pictured above, is a worthy companion for the Townsend Model 52 Bacon Skinner and the new Townsend Model 66 Membrane Removal Machine.



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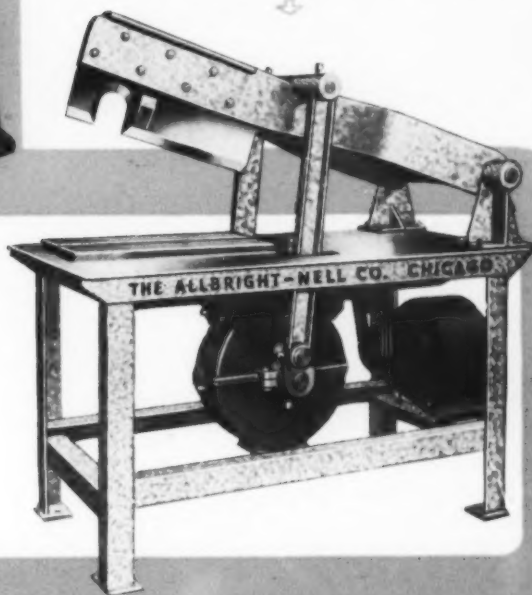


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